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NEWS SUMMARY

GENERAL

N-plant reactor danger reduced

U.S. engineers yesterday claimed some success in reducing the dangerous build-up of hydrogen gas in the damaged reactor at the Pennsylvania nuclear plant.

Pennsylvania's civil defence authorities, however, were still preparing plans for the possible evacuation of 500,000 residents within 20 miles of the Three Mile Island plant.

The accident sparked heavy sales of nuclear power-related stocks in Wall Street, and five were halted temporarily. Back Page

Town bombed

Tanzanian jets made a second bombing raid on Uganda. They attacked the town of Jinja about 50 miles from Kampala, the capital, after Sunday's raid on Entebbe airport. Tanzanian artillery is also believed to have hit a Kampala fuel depot. Page 4

Begin arrives

Israeli Premier Menahem Begin arrived in Egypt to a cool reception for his historic State visit. In Beirut, the U.S. Embassy was damaged in a rocket attack after Palestinian guerrilla leaders threatened to strike at U.S. interests in the Middle East. Editorial Comment Page 28

The Financial Times apologises for printing errors which have not been corrected in today's issue. This is because of unofficial action taken by members of the National Graphical Association in the reading room.

Cabinet cleared

The Erasmus Commission cleared all members of the South African Cabinet of having had prior knowledge of irregularities in the former Information Department or of secret State financing of the Citizen, the pro-Government newspaper. Page 4

Iran peace pact

The Iran Government and Turkoman tribesman in north-east Iran have reached a peace deal after eight days of fierce street fighting.

Observer vote

The U.S. House of Representatives sub-committee on Africa yesterday voted unanimously not to send observers to monitor the Rhodesian elections this month, putting an end to the proposals agreed earlier by the Senate.

Parliament ends

President Sandro Pertini dissolved the Italian Parliament, and cleared the way for an early General Election, expected on June 9 and 10. Page 2

Costly sport

A fan who threw an apple into the crowd at Saturday's FA Cup semi-final between Arsenal and Wolves was fined £400 by Birmingham magistrates. Another 38 supporters were also each fined £400 for threatening behaviour.

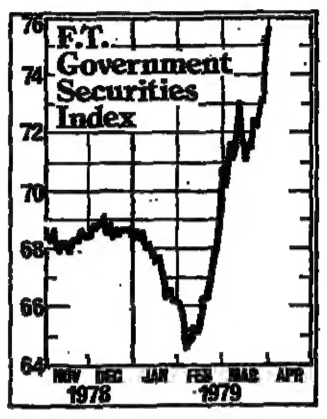
Briefly...

More than 100 people drowned when a Vietnamese refuee boat overturned as it was being towed out to sea by a Malaysian police vessel.
At least 20 people died in a collision between a train and an oil tanker in central Thailand.
Ulster policeman and two civilians were injured in a car bomb blast in South Armagh.
Expulsion of Taiwan from the International Athletic Federation last October was ruled invalid by High Court judge Mr. Justice Forbes.

BUSINESS

Hopes of MLR cut lift Gilts

● **GILTS** were boosted by hopes of a cut in MLR, but profit-taking clipped improvements and the Government Securities index closed only 0.40 up at 75.68. Shorts gained up to ¼ at one stage. Longs were almost as firm but trading was more sporadic.



● **EQUITIES** fluctuated. The FT 30 share index closed 1.4 up at 532.2.

● **STERLING** closed 15 points higher at $2.0675. Its trade-weighted index was 66.5 (66.1), the best level since January last year. The dollar's index was 85.2 (84.9).

● **GOLD** rose $1 an ounce to close at $239¼.

● **WALL STREET** was 9.62 down at 852.66 near the close.

Honda–BL link likely

● **HONDA**, the third largest Japanese car maker, emerged as the company most likely to link with Britain's State owned BL, which is to receive another cash injection of about £150m from the Government. Back and Page 8; Parliament Page 11.

● **BRITISH STEEL** agreed on an 8 per cent wage settlement with its largest union, the Iron and Steel Trades Confederation. But the craftsmen's unions have refused to accept the same terms. Page 16

● **PRICE** increases are being planned by more companies than for almost two years, according to a CBI survey. Back Page

● **LUFTHANSA**, the West German airline, has placed an order worth DM1.5bn (£395m) for 25 A-310s with Airbus Industrie and taken options on another 25. Back and Page 4

● **WEST GERMAN** Government will return to the long term bond market after an absence of more than three months. It is to raise DM 1bn (£263m) through the issue of six and 10 year bonds. Page 22

● **MOST EEC** Governments appear broadly in favour of reducing the proportion of the Community budget absorbed by agriculture and increasing other types of spending. Page 2

COMPANIES

● **RECKITT AND COLMAN** raised pre-tax profit in 1978 from £57.91m to £61.3m. Page 31 and Lex

● **COMPAGNIE** Electro-Mecanique (CEM), the large French electrical engineering company, made a loss of FFr 41.1m ($9.56m) in 1978, after provisions for depreciation of FFr 54.9m. Page 21

● **FREEMANS** (London SW9) reports taxable profits of £16.75m (£13.06m) in the year to January 27, on turnover of £200.23m (£166.47m). Page 33 and Lex

● **MERSEY** Docks and Harbour slipped back into losses last year with a deficit of £1.47m compared with a profit of £4.1m in 1977. Page 8

Callaghan ensures Labour's manifesto will be moderate

BY RICHARD EVANS, LABOUR EDITOR

Mr. James Callaghan outmanoeuvred the far Left of the Labour Party yesterday and ensured that the party's manifesto for the May 3 General Election will be essentially a moderate document.

The Prime Minister successfully proposed at a meeting of the party's National Executive Committee called to prepare the manifesto that the drafting should be left to a sub-committee of nine, and this was accepted against the wishes of four Left-wing hardliners.

The carefully picked membership of the drafting committee, which includes Mr. Callaghan, Mr. Denis Healey, Chancellor of the Exchequer, and Mr. Michael Foot, Deputy Leader, means that the more extreme economic policies advocated by a majority of the NEC will have virtually no chance of surviving.

The draft will be presented at a joint meeting of the Cabinet and the NEC for approval on Friday, and the present intention is to publish the completed manifesto on Saturday.

Conservative election preparations are virtually complete and the party's manifesto, after endorsement by the Shadow Cabinet this week, will be published early next week.

Mr. Margaret Thatcher, Conservative leader, launched her campaign last night in a television broadcast, in which she stressed the policy differences between the two major parties, and the Tories' intention of cutting taxes as a priority.

She countered Mr. Callaghan's attempts in his Ministerial broadcast last Thursday to frighten the electorate. He had painted a picture of the Conservatives "tearing everything up by the roots."

"We are the party of roots, of tradition. Paying your way is not tearing things up by the roots. Paying your way is good husbandry. Paying your way is planting for the future."

The Conservative leadership was wary, yesterday, of the Prime Minister's initiative in accepting an ITV invitation to appear in two television broadcasts during the campaign face to face with Mrs. Thatcher. Some Tory advisers were telling their party leader to have nothing to do with the proposal but no decision had yet been taken.

The official Labour campaign is to be launched on Monday with press conferences each morning but the Conservatives are anxious to delay the start of their campaign until later in the week.

Parliament, Page 11

REES TIGHTENS SECURITY

TOUGHER security measures are being taken to ensure the "highest possible level of protection" for party leaders, candidates and public during the General Election campaign, Mr. Merlyn Rees, Home Secretary, told the Commons yesterday. Mr. George Thomas, the Speaker, also announced new precautions in the Commons where stringest checks were being made yesterday on vehicles and persons entering the precincts.

Back and Page 11

Surcharges introduced on half OPEC output

BY KEVIN DONE, ENERGY CORRESPONDENT

SPECIAL SURCHARGES have been introduced on almost half of the Organisation of Petroleum Exporting Countries' crude oil production.

The increases introduced by Abu Dhabi, Qatar, Iraq, Kuwait, Venezuela, and the three North African producers will push up prices in the second quarter by 24-31 per cent over the final quarter of last year.

In addition both Iran and Indonesia are expected soon to announce surcharges above the basic 9 per cent increase agreed by OPEC in Geneva last week.

This will leave Saudi Arabia effectively the only important OPEC producer not to have implemented additional increases in the second quarter above the basic OPEC rises.

Last year Saudi Arabia accounted for about 28 per cent of OPEC production, but this share has risen over the past three months as Saudi output has increased to meet some of the shortfall from Iran.

As Iranian production continues to rise, however, it is probable that Saudi Arabia will eventually cut back production by 1m barrels a day to 8.5m barrels.

Even if Saudi Arabia holds to its present decision not to introduce extra surcharges, nearly three-quarters of OPEC production will be carrying special increases to take account of the tightness in world oil supplies caused chiefly by the 10-week loss of crude oil exports from Iran.

After the OPEC meeting in Geneva it appeared that Abu Dhabi might follow Saudi Arabia's example by implementing only the basic 9 per cent increase. But yesterday it announced that it was also increasing its special premium for its light crudes.

As a result the Government-selling price for its Murban

Continued on Back Page

CRUDE OIL PRICE INCREASES (US $ per barrel)

	4th quarter 1978	1st quarter 1979	1st quarter 1979 plus surcharge	2nd quarter 1979	2nd quarter 1979 plus surcharge	% increase Dec. 31
Abu Dhabi Murban	13.26	14.10	15.72	15.30	17.10	29
Qatar Dukhan	13.19	14.03	15.05	15.39	17.04	29
Kuwait	12.22	12.83	14.03	13.99	15.19	24
Iraq Basrah Light	12.66	13.29	14.49	14.50	15.70	24
Saudi Arabian Light (marker)	12.70	13.34	—	14.54	—	14.5
Algeria Saharan Blend	14.10	14.81	—	16.15	18.55	31
North Sea Forties*	14.00	15.50	—	18.00	—	28

* Estimated prices.

Ocean Transport keeps dividend

BY IAN HARGREAVES, SHIPPING CORRESPONDENT

PRE-TAX PROFITS of Ocean Transport and Trading, the Liverpool shipping group, fell from £39m in 1977 to £10m last year, but the company is to maintain its dividend.

Relief at the dividend decision pushed the shares 4½p higher to 104p. Sir Lindsay Alexander, Ocean's chairman, warned that prospects for 1979 looked gloomier now than in the middle of last year.

The group's liner shipping interests have suffered severely this year from bottlenecks caused by the Nigerian Government's pre-shipments inspection scheme.

Sir Lindsay said there had been "a virtual standstill in carryings" in the first quarter of the year, though in the longer term he hoped the system would make the volatile Nigerian trade more stable.

The group's liner shipping results would recover slowly, and "the worst may be over in our own marine environment."

Diversification out of shipping had helped create a more solid financial base, but Sir Lindsay refused to make commitments about dividend payments for 1979. Results for that year would be "modestly better" than in 1978.

The group's financial position has been eased by 27 ship sales since the beginning of last year, though seven new ships remain to be delivered from Japan, Poland and Scotland.

Savings are expected to result this year from the recently-announced reorganisation of the group's structure, and some term debt has been refinanced, partly to fund possible future purchases of non-marine companies.

Ocean confirmed yesterday that it had talks with the Government about possible assistance with debt rescheduling.

Department of Trade officials have held wide-ranging discussions with the industry about a possible extension of the debt moratorium scheme for small tramp-ship owners announced last May.

P & O, whose results are expected next month, has been involved in similar talks.

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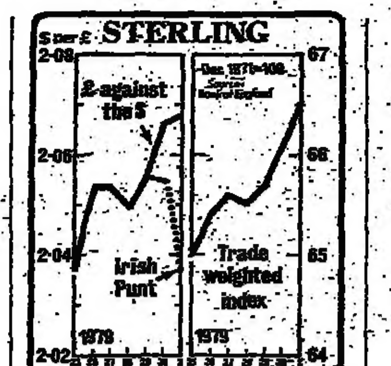

Sterling continues rise

By Peter Riddell, Economics Correspondent

STERLING ROSE sharply again yesterday in foreign exchange markets — even on a day when the dollar was very firm.

The trade-weighted index, measured against a basket of other currencies, jumped by 0.4 to 66.5. This almost equals last year's peak touched in February which was the highest level since summer 1976.

The index has risen by 2.8 per cent in the last fortnight and by 5 per cent in the last two months. Intervention has been limited, though regular, and most of the pressure has been reflected in the rate.

The pound has risen particularly sharply against currencies which have been hard hit by the rise in oil prices, notably Japan. Sterling has risen by 9¼ per cent against the yen in the last two months and by 18 per cent since early November.

The Bank of Japan has intervened heavily to check the decline—around $3.5bn last month alone. The bank was yesterday reported to have spent about $700m in support.

However, the dollar rose against the yen from Y209.70 to Y211.80 and advanced against most other currencies, apart from the pound. Consequently the trade-weighted index, as calculated by the Bank of England, rose 0.3 to 85.2, an increase of just over 3 per cent so far this year.

The pound rose 15 points against the dollar to $2.0675 after a day's high of $2.0756.

One result of sterling's strength was a further fall in the Irish punt, whose links with the pound were broken on Friday. The punt slipped to £0.9865 and closed at $2.0375

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£ in New York

—	March 30	Previous
Spot	$2.0685-0705	$2.0600-0610
1 month	0.38-0.33 dis	0.34-0.29 dis
3 months	0.70-0.65 dis	0.69-0.64 dis
12 months	1.50-1.40 dis	1.65-1.50 dis

Civil Service strikes cause disruption

BY PHILIP BASSETT, LABOUR STAFF

CIVIL SERVANTS throughout the country went on strike over pay yesterday, causing widespread dislocation of Government work, air traffic and court hearings.

The Civil Service trade unions estimated that about 400,000 staff had gone on strike, though the Civil Service Department put the figure at 300,000, or about half the total complement of white-collar civil servants.

Work in many major Government Departments was curtailed.

About 70 per cent of staff in the Department of Health and Social Security were out; 65-70 per cent in the Department of Employment; 60 per cent Inland Revenue; 30 per cent Department of Trade, Industry and Prices taken together; 20 per cent each Cabinet Office and Civil Service Department; and 18 per cent Treasury.

The majority of local job centres and employment and social security offices were closed.

About a third of county court offices were closed, with 30 sittings cancelled. 100 Crown Court sittings were cancelled, including 19 at the Old Bailey, though the main reason was not a strike by court ushers, but warders refusing to bring prisoners to court. All judges in the High Court in London were sitting.

The main Inland Revenue computers at Worthing were shut, and some local tax offices closed. A DHSS computer at Reading, and the CSD computer at Norwich, were closed. The Driver and Vehicle Licensing Centre at Swansea was shut.

Air traffic was hit by action of air traffic control assistants and Customs and Immigration officials. Heathrow reported cancellation of about 150 flights, with delays to incoming aircraft of up to eight hours at one point, and of four hours to departures.

About 10 prisons were placed on alert because of the overtime ban and other industrial action by members of the Prison Officers' Association.

Foreign Office communications were severely curtailed, and scientists at the United Kingdom Atomic Energy Authority centre at Harwell came out, though staff gave assurances that they would maintain safety checks.

Parliament, 10 Downing Street, Whitehall Ministries, law courts, and Government buildings throughout the country were picketed. The Tower of London adn the Victoria and Albert and Science Museums in London were closed, though the Tate and National Galleries remained open.

Mr. Hattersley: no backstairs deals

The Civil and Public Services Association and the Society of Civil and Public Servants, representing mainly clerical and executive grades, estimated that more than 90 per cent of their members took part in the stoppage. Support was strong in the Civil Service Union representing lower grades, and the Inland Revenue Staff Federation.

Many members of the IRSF and the CSU at mass meetings criticised their unions' leaders for taking part in "secret" talks on pay last week between five unions and Mr. Roy Hattersley, the Prices Secretary.

Mr. Hattersley said that talk of "backstairs deals" was "simply rubbish." All the participants of the meeting were anxious that the general secretaries of the CPSA and the Society of Civil and Public Servants should attend, but they were unable to be contacted, even by other union leaders.

Mr. Bill Kendall, secretary-general of the National Staff Side of the Civil Service National Whitley Council, said Mr. Hattersley had "grossly bungled the whole affair."

The meeting, at which details of the Government's present pay offer of 9 per cent now, with half the rest of the rises due from the Pay Research Unit comparability studies to be paid in August and the other half in March, were put forward before the official pay talks, has caused a serious crisis in the Staff Side.

Editorial comment, Page 28

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES

Exchequer 10pc 1983	£97½	+ ½
Exchequer 12pc 1998	£106¾	+ ⅜
Appleyard	106	+ 6
BB & EA	85	+ 14
Bambers	238	+ 18
Blue Circle	346	+ 8
Cape Inds.	164	+ 8
Catalin	61	+ 7
Dutton-Forshaw	52	+ 3½
Erith	120	+ 5
Grand Met.	161	+ 4
Grant Bros.	105	+ 11
Lovell (G. F.)	68	+ 4
Macfarlane Grp.	98	+ 10
Melody Mills	142	+ 9
Norfolk Cap.	51	+ 9
North (M. F.)	45	+ 4
Ocean Transport	104	+ 4½
Phoenix Assnce.	290	+ 4
Pye Hldgs.	102	+ 5
Reckitt & Colman	520	+ 5
Ryan (L.)	21	+ 3
Startrite	175	+ 6
Thorn Elect.	428	+ 8
Wellman Eng.	72	+ 6½
Vogels	92	+ 7

FALLS

Bowater	196	− 4
Dorrington	82	− 7
Freemans (Lon.)	168	− 8
MFI Furniture	340	− 15
Mersey Docks	29	− 5½
Ratners	80	− 6
Highlands	106	− 9
De Beers Defd.	385	− 13
Pancontinental	700	− 125
Southvaal	513	− 18

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Dissolution clears way for Italian general election

BY PAUL BETTS IN ROME

PRESIDENT Sandro Pertini yesterday dissolved Italy's Parliament and cleared the way for an early general election. Polling is expected to take place on July 9 and 10, at the same time as direct elections to the European Parliament.

Sig. Pertini's decision comes after two monthsof unsuccessful attempts to find a compromise acceptable to the two main parties, the Christian Democrats and the Communists.

The defeat of Sig. Giulio Andreotti's coalition of Chris*tian Democrats, Republicans and* Social Democrats in a Senate confidence debate at the weekend left the President with no alternative.

The deadlock between the main parties was demonstrated again yesterday *by Communist* insistence on direct participation any new Government cf "national unity" and by equally firm Christian Democra rejection *of the idea of Communist* Cabinet Ministers.

The dissolution makes the present Parliament the third in succession to be interrupted *before the completion of its five*year term.

The Christian Democrats are expected to make some gains in the election. The Communists *stand to lose ground after* their record 34.4 per cent of the popular vote in the inconclusive June 1978 election and 20 years of practically uninterrupted *electoral advances.*

Following their decision to withdraw from the Parliamentary majority and return to opposition in January, the Com*munists appear to have regained* some of the ground lost on the left. Their alliance with the Christian Democrats provoked increasing tension and dis*content in the party rank* and file.

The election campaign comes at a time of renewed economic anxiety, with a renewal of inflation and possible repercussions from the Bank of Italy affair.

Figures released at the weekend show a 1.7 per cent increase in wholesale prices in February confirming th trend of recent months. Retail prices increased by 1.5 per cent, representing an annual rate of 13.4 per cent compared with the official target of 12 per cent for this year.

There is also concern that the recent renewal of political violence may cast its shadow over the election campaign.

Dutch economy 'very vulnerable'

BY CHARLES BATCHELOR IN AMSTERDAM

THE DUTCH economy is "very vulnerable," with hourly wage *costs 35 per cent higher than in* the rest of the EEC.

The cut in the working week by five hours to 35 hours—now being sought by the unions—*would mean wages would be* nearly 50 per cent higher in Holland than elsewhere in the Community, Mr. Cornelis Van Den Beld, Central Planning Office director, said.

Overall, the picture of the Dutch economy painted by the planing office—the main Government forecasting body — is gloomy.

Further uncertainties are aroused by the recent *OPEC oil* price increase, the effects of which are still being calculated, and by current wage negotiations.

Bright spots are rising exports, a slight increase in industrial production, and stabilisation of unemployment at *about 210,000. But the size of* the Government financing deficit, now around 6 per cent of national income, gives the authorities little room *for manoeuvre, the planning office* warns.

Dutch exports ar e expected to rise 6 per cent in 1979, double the rate of last year. Imports are forecast to rise only 4 per cent, against 5.5 per cent, because of an increase in the price of imported goods.

Gross National Product is expected to rise by 2.5 per cent, compared with 3 per cent in *1978. Wage costs* will increase less steeply this year, by 6.5-7 per cent, against 7-7.5 per cent last year.

The company has an existing

Inflation will probably rise to 4.5 per cent, after falling to four per cent last year. This forecast, based on the assump*tion that currency rates remain* stable, does not take into account the extra inflationary effect of the recent oil price increase.

Holland will continue to run a balance of payments deficit this year of about Fl 1.5bn (£360m), after moving into deficit of Fl 2.5bn (£595m) in *1978 for the first time in seven* years. Reversing this trend must be given top priority, Mr. Van Den Beld said.

Investment by industry will *decline marginally* this year after rising six per cent in *1978. This is* because of the sluggish rate of economic growth, while the bad winter *cut building industry* spending. The fall would be even sharper but *for the* boost given by Government incentive schemes.

Report attacks wasted state aid

BY OUR AMSTERDAM CORRESPONDENT

GOVERNMENT aid to Dutch industry is often wasted because of a lack of supervision or be*cause the wrong companies are* supported, the General Audit Office says in its annual review of state spending.

It reveals that Ministers and other senior officials claimed for private dinners on their ex*penses.*

At the other end of the scale, labour exchange clerks were threatened with violence if they did not continue paying unemployment benefit to people who had since gone back to work.

One textile factory has been *given more than Fl 25m (£6m)* over the past five years and there is still no certainty that the company can be saved, the Audit Office says. In the meantime many of the employees have left.

It cites another instance of a leather factory given more than Fl 4m in aid, over which there was not supervision and which can not now be accounted for.

Ministers and State Secretaries claimed hotel, meal and travelling expenses which they *incurred during last year*'s local and regional election campaigns, although these costs should have been met from party funds, the Office says. Top officials also gave no details of lunch and dinner guests so the Audit Office was unable to see if they were private or official occasions. Private dinners with other officials were also claimed.

Threats of violence from *people on the dole meant that* labour exchange clerks were afraid to stop paying unemployment benefits.

In a reaction Mr. Willem Albeda, the Social Affairs Minister, said it was wrong to *suggest that this was common.* The threats were rarely followed by deeds, he said.

The Audit Office also reports that the Culture Ministry pub*lished* a quarterly English language magazine devoted to the painter Vincent Van Gogh. Subsidies were maintained for eight years although at one stage only 200 of the 3,030 magazines printed were being *sold and the venture led to a* loss of Fl 255,000 (£61,000).

The Office's power to demand that state-owned companies open their books should be increased, *says* Mr. H. Peschar, the chairman.

IATA delays fares move

BY BRIJ KHINDARIA IN GENEVA

THE *International Air Transport Association (IATA) has put off for another* a decision on passenger fare *increases and higher freight* charges following last week's *oil price rises* announced by the Organisation of Petroleum Exporting Countries.

Tensions have developed among the conference's participants because of the cost increases thrust on all airlines at a time when IATA is going through its worst crisis arising partly *from* cheap charter fares and *fierce competition among the* scheduled airlines.

The American airlines are still arguing for the maximum possible leeway for them to operate *their own* fares, but the Europeans have toughened their opposition and negotiations yesterday were said to be at a particularly delicate stage.

Officials said an across-the*board fares increase of about* 5 per cent was likely to make up for the impact of the 9 per cent oil price rise. The size of fare increases would vary *significantly* according to regions and sectors.

M. Wilfried Martens: naming a Cabinet soon

Five-party coalition for Belgium

By Margaret Van Hattem
in Brussels

BELGIUM'S six months under a *caretaker* government are to end this week with the formation of a new five-party coalition.

King Badouin yesterday announced the appointment as formateur of M. Wilfried Martens, president of the Flemish Social Christians, who is expected to name his Cabinet in a few days.

Compromise

The coalition, founded on a compromise drawn up by the previous formateur and *caretaker Prime Minister,* M. Paul Vanden Boeynants, will include five of the six members of the coalition of M. Leo Tindemans, which fell in *October, the exception is the* Flemish National Party, the Volksunie. Few changes are expected other than the replacement of Volksunie Ministers.

The five remaining parties, the Flemish and Francophone Social Christians, the Flemish and Francophone Socialists and the Brussels-based Francophone Democratic Front, decided at party congresses part in the new Government.

Over the past six months successive formateurs and mediators have tried unsuc*cessfully to overcome* the stalemate over constitutional reforms to settle the language rivalries between the Flemish-speaking and French-speaking communities. The breakthrough came last week when it became apparent that the only alternative would be to call new elections, in the hope of getting a more decisive result than *at last December's polls.*

Complicated

M. Marten's task may be complicated by the decision of his party rival, M. Tindemans, to seek election as president of the Flemish Social Christians, once M. Martens vacates the post to become Prime Minister.

Swiss rules bite

The number of foreigners resident in Switzerland fell to below 900,000 at the end of *1978,* continuing a steady decline which began in 1975 after strict regulations were passed limiting the foreign labour force. Just under half were Italians and about 1.5 per cent British

Henry Ford in talks with Giscard

BY TERRY DODSWORTH IN PARIS

FRENCH hopes of attracting Ford's proposed new European car assembly plant to one of its depressed steel regions were kept alive yesterday by talks between President Giscard d'Estaing and *Mr. Henry Ford* II, chairman of the U.S.-based group.

No communique was issued afterwards but the indications are that talks are *still in progress* in France as the Ford company makes its decision between the claims of several countries. Austria, Germany, Spain and *Portugal* have *all* been in the running.

Attraction of a large new factory to Lorraine, the worst-hit northern steel-making zone, would be of great political value to the French Government, which is under heavy pressure because of rising unemployment.

Although the French site would be geographically convenient for Ford, it is not clear *whether the Government could* match rival offers in development assistance. Estimates of the sum that might be made available in a mixture of grants *and loans, range between* $250m and $440m, depending on the size of total investment in the plant, which is expected to cost at least $1bn.

David Satter reports from Moscow: The French President will start his deferred visit to Moscow on April 26, the Soviet *news agency,* Tass announced yesterday.

The setting of a firm date for the visit, which was postponed at short notice last week *because* of the ill health of Mr. Leonid Brezhnev, the Soviet President, appears to confirm that Mr. Brezhnev is not seriously unwell.

The French were informed that Mr. Brezhnev was suffering from influenza when M. Giscard d'Estaing's visit, which was to have begun on March 29, was postponed. An official announcement yesterday said the Soviet *leader was still* recovering from catarrahap pleuritis.

Before the new date, Mr. Brezhnev, who is 72, can be expected to address the Supreme Soviet in two weeks time. As President, Mr. Brezhnev must be there to preside.

The Soviet and French leaders have been meeting regularly since the 1960s and Mr. Giscard d'Estaing's visit returns that made by Mr. Brezhnev to Paris in 1977.

Mitterrand beats off leadership challenge

BY ROBERT MAUTHNER IN PARIS

M. Francois Mitterrand

M. FRANCOIS MITTERRAND, whose position as leader of the *French Socialist Party has been* increasingly threatened over the past few months, scored a significance victory over his rivals at a meeting on Sunday.

With 40 per cent of regional delegates voting for the policy resolution due to be submitted by M. Mitterrand to the Socialist *Party's national congress next* weekend, compared with only 20 per cent for that of M. Michel Rocard, his nearest rival, the party leader now appears to be assured *of re-election.*

The 62-year-old M. Mitterrand is also well placed to win the party's endorsement for his candidacy *in the 1981 Presiden*tial election, though this is by *no means* a foregone conclusion.

An unsuccessful candidate in two previous Presidential elections—against Gen. de Gaulle in 1965 and against M. Giscard d'Estaing in 1974—M. Mitterrand is far from being every Socialists's favourite choice for the nomination.

The only other real contender within the party, M. Rocard, 13 years' M. Mitterand's junior, is still considered by many to lack *the weight and popular support* to beat M. Giscard d'Estaing, who will, almost certainly, run for a second term.

The improvement in M. Mitterand's standing in the party was clearly helped by the results of the recent local elections, in which the Socialists *made* very substantial gains at the expense of the Government's coalition parties.

The Socialists' success in these elections has been presented by M. Mitterand as reflect*ing wide support* for his policy of persevering with the Union of the Left. This is despite both the general election defeat it suffered last year and the *continued* attacks by the Communists on their erstwhile partners.

But the meeting of regional delegates two days ago showed that the Socialist party is still seriously split into three or four main *factions.* To win the backing of an absolute majority of the party at its congress next weekend, M. Mitterrand will have the almost impossible task of trying to reconcile the views of his own supporters either with the Social Democrat aspirations of the Rocard group, or with the anti-European and neo-Communist policies of the Left-wing of his party.

Irish currency dealings at risk

BY STEWART DALBY IN DUBLIN

COMPLICATIONS in Ireland's *infant* sterling-punt foreign exchange market are in prospect following threats by the Irish Bank Officials' Association (IBOA) to take industrial action *unless* its 15,000 *members* obtain compensation for the extra work involved. Dealings could possibly be suspended.

The central bank cut the link last Friday, as sterling, with which the Irish punt had hoped *to continue* its *parity,* broke through the upper limit of the 2¼ per cent permissible margin of fluctuation within the European Monetary System.

Last night at the close of business the mid-market *exchange rate for spot dealings* was 0.9865 to the pound

The IBOA *has long been* threatening some form of action if the break between the two currencies came into effect, and last Thursday they asked the *four main associated banks* if they had any proposals for compensation.

Although the union leadership has denied that a seven-day *ultimatum* has been given for the associated banks to come up with a deal, it is understood that union leaders are eseking meetings with the Bank Staff Relations Committee.

Failure to reach an agree*ment could result* in punt-sterling dealings being suspended not only in the Republic but also in Northern Ireland, where the four main associated banks are *strongly represented.*

More than half of Ireland's foreign exchange dealings are estimated to be transacted in sterling. The disruption to foreign trade could, therefore, be considerable.

It is too early to say what the effect on trade will be, as a result of the break with sterling, but in theory there should be a competitive advantage to exporters, although not *as* much of one as the trade figures would suggest.

Ireland sends 47 per cent of its exports to Britain. Over half of this comprises agricultural goods, for which prices are fixed under the EEC common agricultural policy. Much of the remaining portion consists of items like clothing and footwear, for which the bought-in or *imported component is high.*

Some 48.9 per cent of Ireland's imports still come from the UK, approximately half consumer goods, particu*larly consumer* durables. The rest is capital goods or raw materials.

The competitive advantage of the de facto devaluation of the punt could, therefore, be eroded by the high cost of *imported materials. Also if the* inflationary effect of higher priced imports leads to a new round of wage demands, it could have a dire effect on Ireland's balance of payments.

EEC spending overhaul likely

BY GUY DE JONQUIERES, COMMON MARKET CORRESPONDENT IN BRUSSELS

MOST EEC Governments appear to be broadly in favour of reducing the overwhelming proportion of the Community budget absorbed by agriculture *and increasing other types of* spending.

But considerable differences remain on exactly how these aims should be achieved.

This emerged at a joint meeting of EEC Foreign and *Finance Ministers in Luxem*bourg yesterday, at which Dr. *David Owen, British Foreign* Secretary, renewed UK demands for a radical re-ordering of the EEC's spending priorities and for a fairer redistribution of national budget contributions.

Dr. Owen won little support for his *demand for a change* in the contribution mechanism. But Belgium, Denmark, Germany and Italy acknowledged with varying enthusiasm that *action must be taken* to curb the rising cos of the Common *Agricultural Policy.*

In most cases, governments linked this objective to the increasing pressure on the EEC's "own resources," which finance the budget.

These consist of agricultural *levies, industrial tariffs, and a* slice of value added tax assessments, and are expected to reach their limit under present arrangements early in the 1980s.

Only Italy unequivocally supported an increase in these revenues.

Dr. Owen said the UK would not be prepared to increase EEC revenues by raising the proportion of VAT handed over to Brussels until *agricultural* spending was under control and the imbalance in national budget contribution was corrected.

E. Europe plays down nuclear leak

By Leslie Colitt in Berlin

THE GOVERNMENT Press in Communist countries is playing down the emergency at the nuclear power station near *Harrisburg, Pennsylvania.* This is being done so as not to cause unrest among East Europeans over Soviet-designed nuclear electricity stations.

Nenes Deutschland, East Germany's Communist Party *newspaper, has broken* the silence by printing a brief item from the East German news agency.

It says a "technically inadequate and defective cooling system" is the cause of an *"accident" in* a new nuclear station, according to U.S. scientists.

The report adds that the scientists are working to get the "resulting symptoms" under control.

The *long silence* in Eastern Europe and this cryptic news report reflect the concern of Communist Governments that anti-nuclear sentiments could develop, as in the West.

East Germany, like other *Communist countries, has* assured its population that the existing nuclear power stations at Greifswald and one under construction at Stendal are "thoroughly tested superior technological *products of* the Soviet *Union which* are the safest known to man."

But suggestions of nuclear accidents in the Soviet Union and Czechoslovakia have quickly spread in Eastern Europe and gained credibility.

East Germany is believed to be preparing a site near the West German border for depositing its nuclear waste

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Jimmy Burns, in Lisbon, on a new political group

PM backs 'broad alliance'

PRIME MINISTER Carlos Mota Pinto, of Portugal has given his public support to the formation of a new political group which would by-pass party divisions and present a broad "democratic alliance."

Speaking in a wekend radio interview, Sr. Mota Pinto said that the lack of consensus among Portugal's main political parties was working against "a stable democratic future." He suggested that the new group, which was being "generated by the present political crisis," could include a wide social and political spectrum ranging from Christian Democrats to the "democratic Left."

Although he did not expand *his remarks, they have* concided significantly with mounting and apparently well-founded speculation that a new political grouping is being formed.

Sr. Mota Pinto did not cast any light on the suggestion that, in the event of his budget proposals being defeated for the second time, in Parliament, he himself might be preside over such an alliance along the lines of Spain's UCD, which is led by the Prime Minister, Sr. Adolfo Soares.

The idea of a "broad democratic union" is reliably believed, however to have the backing of certain sectors of the small Christian Democratic Party and of both present and former members of the two main political parties, the Socialists and the Social Democrat Party (PSD). These individuals feel themselves alienated from the *uncompromising positions* struck by their party leadership

In an interview published yesterday Sr. Mario Soares, the Socialist leader, said that his party would only consider joining such an alliance if the next general election failed to produce a clear majority. He suggested that a new political grouping could threaten the country's parliamentary system.

Meanwhile, the PSD appears to be deeply divided following the unexpectedly tough opposition by Sr. Franciseo sa Carneiro, the party leader against the Government's economic policies.

During a weekend meeting of the party's national council, the PSD leadership publicly condemned its own parliamentary group for breaking with party discipline during the crucial budget debate. Forty PSD deputies of the party's parliamentary representation of 73 walked out of parliament just before the final vote was taken last month. Of those remaining in the chamber five voted for the government.

Among a number of PSD resignations expected within the next few days is that of law professor Antonio Sousa Franco. Prof. Sousa Franco briefly led the party last year in an attempt to steer it in a more moderate direction.

Sr. Carlos Mota Pinto

Robert Graham, in Madrid, on Spain's local elections

Democracy reaches City Hall

FOR THE first time in 46 years Spaniards are today voting freely in municipal elections. These elections in 8,000 municipalities and county councils *(diputaciones)* for 69,000 councillors are the first attempt since Franco's death in November 1975 to introduce democracy at the local level.

The poll was originally postponed from October 1976 and since then has been subordinated first to the drawing up of a new constitution and then general elections. The March 1 general elections have diminished their political impact, which was the intention of Premier Adolfo Suarez. The strong showing of his Union de Centro Democratico (UCD), which obtained 168 seats out of 350 in the lower house, parliament is likely to limit the expected shift to the Socialists and Communists.

In each municipality the elections are for councillors who will then elect a mayor. The mayor, except in the big cities, receives expenses and only a nominal salary. Under Franco, the mayor was an appointee who was usually associated with the *Movimiento*, the all embracing organism through which political activity was channelled.

a local administration law of 1955, was strictly limited. He was effectively an extension of the executive arm of the Government controlling the municipal police, which worked closely with the local Guardia Civil. In theory the mayor still had to ask the Government representative, the Civil Governor, for permission to leave the town if he wished to do so for more than 15 days.

His authority, governed by

Prime Minister Adolfo Suarez yesterday took office for his third term as Premier, Reuter reports from Madrid. He is expected to name his Cabinet today.

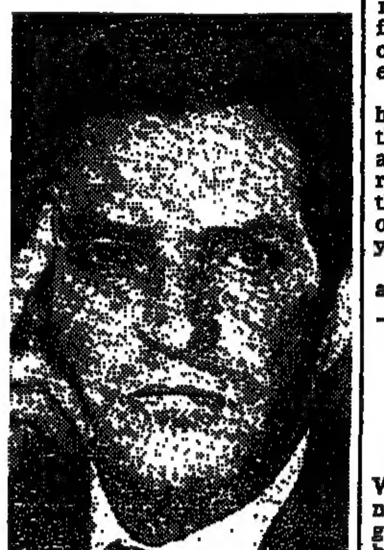
There is still no new law of local government but Sr. Suarez is committed to devolving greater responsibility and so the newly elected mayors are eventually expected to have a wholly different function—answerable to the local electorate and representing its interests in Madrid.

The parties on the Left are the strongest advocates of greater devolution, regarding continued tight control by the cenral Government a major obstacle to renewing the vigour of the municipalities. They point out that unless pressed the UCD is unlikely to dilute the real authority of the Ministry of he Interior which operates through the network of Government-appointed Civil Governors that have the power to over-rule any local council decision.

The other means of control is through the Ministry of Finance since the municipalities have limited ability to raise funds and the system of rates applies to only selected items (like rubbish collection).

The main change resulting from the elections is expected to spring from alliances of the parties on the Left. Neither the Communists nor Socialists have agreed to a common platform during the campaign, but it is likely that alliances will evolve after the elections, especially to support candidates for mayor. Already two radicol Left parties, the Spanish Workers' Party (PTE) and the Revolutionary Workers' Party (ORT) have joined forces and they could support a broad Left front, with significant political repercussions in the large cities.

The campaign has highighted the appalling state of most municipalities in Spain, an area where Franco paid least attention. Spain devotes only 3.2 per cent of GNP to local government spending, three times as little as the European Community's average. The worst affecte dare the 5,000-odd municipalities which have a population of less than 1,000. But the large cities, too, are little better off with public transport, housing, health and schooling all in need of urgent attention. Cities like Madrid and Barcelona have parlous financial positions and these two alone between them account for almost a quarter of the total municipal debt of $3.8bn.



Sr. Adolfo Suarez

Why is the yen out of step?

BY RICHARD C. HANSON IN TOKYO

THE SHARP drop in the value of the yen recently will give little for Japan or its major trading partners to cheer about if it continues. At home, the decline threatens to accelerate the pace of infaiton and slow economic growth. Overseas, it means Japanese products could regain lost competitive export strength while imports from others become less attractive.

The yen began the week in Tokyo with a sharp fall to Y211.10 per U.S. dollar at the close yesterday from Y209.30 on Friday, despite fairly stiff (if unconvincing) support from the Bank of Japan. The yen, in fact, has become in recent weeks the odd-currency-out in world exchange markets. While other strong currencies have held their own, the yen is at its lowest levels in nine and a-half months.

The immediate cause is that oil is now considered bearish for the yen, increasingly so since mid-March. The underlying condition, however, is that Japan has been running large deficits in its overall international balance of payments for six months (if March turns out to be a deficit month as expected).

Japanese monetary authorities have reacted to the decline in the yen's value by selling huge amounts of the foreign currency reserves which were built up through intervention in support of the dollar during most of last year.

Those reserves increased to an all-time high of $33.109bn by January this year from $23.375bn in January 1978 (about 80 per cent of the increase was due to dollar buying intervention).

Since then, however, the Bank of Japan has sold about $3.8bn. In March alone, the central bank dumped an estimated $3.5bn on the Tokyo market causing a record $3.874bn drop in official reserves to a nine-month low of $28.813bn at March 31.

The dollar selling is helpful in sopping up excess yen liquidity which in turn helps in holding down inflation, but it now appears that the central bank would have been wiser to begin drawing down its reserves earlier in January as the Bundesbank in Germany is reported to have done.

The combination of overall international payments deficit of $3.066bn in the five months from October to February and $2.7bn in intervention-buying in the fourth quarter last year, meant that even the massive dollar selling so far this year left for the entire October-March period a dollar shortage in Tokyo of about $2.5bn.

This situation contrasts with what happened in the first nine months of 1978 when the balance of payments rolled up a surplus of $7.3bn and the Ministry of Finance had to place about $2.5bn with foreign exchange banks to keep them from entering the reserves. Buying intervention during those nine months totalled about $9.5bn.

from large importers in Japan, while exporters have not been forthcoming with dollars to exchange, may keep the U.S. currency in short supply for most of this month.

About two years ago, when the former Prime Minister, Mr. Takeo Fukuda, attended the London summit conference, the yen was still trading above Y270 per dollar. This gave the Japanese Government a means of calming foreign criticism of Japanese trade surpluses by allowing the yen to appreciate. It was also the only weapon Mr. Fukuda had to hold down inflation (a higher yen decreases the cost of imported goods).

It could be argued that the depreciation of recent days will once again provide the Government with a situation in which appreciation could play a valuable role.

A projection of the trends in exports and imports for January and February indicates that for the calendar year the trade surplus could amount to about $15bn, with exports up only slightly in dollars and imports gaaining about 14.8 per cent.

This surplus is well below the $24.8bn of 1978, but is still large enough to warrant further calls for action from Japan to reduce it. Another possibility is *that exports generally will begin* to accelerate, which will increase the surplus and put upward pressure on the yen.

The Government has few tools at its disposal at this moment to bring about a reversal of the yen's decline, direct intervention aside.

The Japanese press is full of speculation that the bank of Japan will soon raise its official discount rate to 4 per cent from 3.5 per cent. This would have little impact on the exchange market, however. A policy of tighter money could help the price situation, but would also help to deflate the economy. The Government probably wants to avoid that possibility at least until the June summit meeting in Tokyo.

JAPANESE OVERALL BALANCE OF PAYMENTS COMPARED WITH PRIVATE ESTIMATES OF BANK OF JAPAN INTERVENTION IN THE TOKYO FOREIGN EXCHANGE MARKET SINCE JANUARY, 1978

Overall balance of payments	Bank of Japan intervention
January-March, 1978: Surplus $4.944bn	$6.9bn bought
April-June: Surplus $692m	$600m bought
July-September: Surplus $1.645bn	$2bn bought
October-December: Deficit $1.331bn	$2.7bn bought
January-March (estimated deficit $2.2bn)	*$3.8bn sold*

China tries to control new freedoms

BY COLINA McDOUGALL

WALL POSTERS in Peking — now torn down — and the burgeoning Chinese demand for human rights have caught the attention of the outside world, but they are part of a much wider upsurge of popular feeling which thet Peking leadership now finds unmanageable.

The political relaxation in the last half-year plus the long-suppressed desire for a higher standard of living, more variety of entertainment and a richer pattern of life, have brought out into the open many hitherto underground activities. These range from uninhibited political criticism to black marketeering and even witchcraft, which the authorities are attempting to suppress.

Probaby the most serious of al lthe problems is the questioning of the value of the Socialist system. A party official in Zhejiang (Chekiang), in a long speech at the end of March condemning recent disturbances in Hangzhou (Hangchow), was forced to say outright that "only Socialism can same China . . . our purpose is to develop the Socialist economy and evolve into communism . . . we are Marxists."

While the present leadership is certainly reviewing the system to ensure that both peasants and workers get a better deal, it presumably has no intention of abandoning formal Marxism.

However, that an official should have to restate the position publicly shows haw far debate has already gone.

Political dissatisfaction in the past few weeks has led to all kinds of troubles, local radio stations revealed. In Shanghai, people "created disturbances, obstructed traffic, attacked officialsa nd policemen, stormed Government offices and beat up public security police."

Dissatisfaction with material standards has led to crime, especially as the lessening of political control has provided more opportunity. Gangs in Canton forcibly boarded trains, stole and damaged export goods, stoned the police and disrupted railway traffic. In Hangzhou "criminal elements" committed numerous offences, went inf or speculation and profiteering and ran gambling dens.

In Wuhan, gangs raiding at night, threatened peoples' lives and property. Pickpockets thrived in Changsha, and in Anhui, speculation, profiteering and superstitious practices were rife.

Among people starved of entertainment, the cinema has become doubly popular and the Shanghai Press recently inveighed against touts who exploit the situation by selling one ticket for the price of two. "Areas near cinemas have thus become underground markets for illicit transactions," it said.

Chinese girls, rocking and rolling with foreigners in Peking—until they were carted away last week by the police—were widely reported abroad, but even in far away Changsha, young people were in trouble for dancing in the streets "which affected their production and study the next day."

Inevitably, even relatively harmless activities like dancing will be classified with the much more troublesome effect of liberalism which has proliferated in recent months.

OVERSEAS NEWS

Erasmus commission clears South African Cabinet

BY QUENTIN PEEL IN JOHANNESBURG

A GOVERNMENT inquiry yesterday cleared all members of the South African Cabinet of having had prior knowledge of irregularities in the secret operations of the former Information Department, or of secret State financing of the pro-Government newspaper, the Citizen.

But it published evidence confirming that one of the Department's secret projects was an attempt to buy the U.S. newspaper, the Washington Star, with $10m transferred from the Government's defence Budget.

The finding of the commission, headed by Judge Rudolf Erasums, who is investigating alleged irregularities in the former Information Department, was that "the pollution does not spread wider than that Department."

The Commission rejected evidence by Dr. Connie Mulder, former Information Minister; Dr. Eschel Rhoodie, former Information Secretary, and Gen. Hendrik Van Den Bergh, head of the Bureau for State Security (BOSS), in creasing its conclusion, which exonerates both Senator Owen Horwood, Finance Minister, and Mr. P. W. Botha, the present Prime Minister.

Mr. Botha had promised to resign if it were proved that any Cabinet member had known of the Citizen project or other irregularities before last September.

The Commission's finding takes the immediate pressure off Mr. Botha, but could cause further problems.

Its dismissal of the evidence of Dr. Mulder and Dr. Rhoodie could sting either of them into releasing further embarrassing evidence. It is also likely to revive calls within the National Party for the expulsion of Dr. Mulder.

The evidence of the attempt to buy the Washington Star is given by Mr. Gerald Browne, former Finance Secretary, who said that $10m was to be transferred to Switzerland for that purpose.

This was "a highly secret project," Mr. Browne added. It was not made known to the Defence Department or the chief of the Defence Force, although the money was taken from the special defence account.

The Commission gives no further information on the operation, but Mr. Browne's evidence amounts to the first official confirmation of it.

Judge Erasmus says that Senator Horwood cannot be condemned on suspicion alone. He concludes that the claim by Dr. Mulder and Dr. Rhoodie, that an informal Cabinet committee, including the Finance Minister, existed to approve their secret projects, was untrue.

The Commission also concludes that Dr. Piet Koornhof, Minister of Plural Relations and former Minister of Sport, was notaware that the money put up by the Citizen newspaper to sponsor the South African Grand Prix actually came from the Information Department.

Tanzania jets raid Uganda again

BY LYNTON McLAIN AND DAVID TONGE

TANZANIAN jets again struck into Uganda yesterday when they raided Jinja, about 50 miles east of Kampala. In the capital, a pall of smoke was seen rising from the industrial part of the city. Kampala residents said it looked as if Tanazanian artillery had hit a fuel depot.

The bombing raid is the second by the Tanzanians into Uganda. On Sunday, Mig 21s were reported to have bombed and strafed Entebbe airport.

The Tanzanian Government has not announced the raids, but they are believed to be reprisals for the bombing of th eTanzanian town of Mwanza last Thursday.

Meanwhile, diplomats said the invasion force is dug in 20 miles from Kampala near the town of Mpigi. The Uganda National Liberation Front, the main anti-Amin grouping, is still claiming that Kampala is within its reach. President Amin's army is widely thought to consist of only the Nubian and Sudanese troops who form his personal bodyguard. The presence of Libyan troops is keeping him in power, diplomats say.

In Nairobi, the Kenyan Government has held talks with Mr. Edward Sokoine, the Tanzanian Prime Minister, and Mr. Benjamin Mkapa, the Foreign Minister. It is thought that they discussed Tanzanian charges that Kenya has been used as a refuelling point for carrying Libyan troops and arms to Uganda.

Low-key Cairo visit for Begin

BY L. DANIEL IN CAIRO

THE AIR FORCE flight carrying Mr. Menahem Begin, Israel's Prime Minister, on his state visit to Egypt yesterday, arrived in a blisteringly hot and dusty Khamsin, but the Egyptian reception was a good deal cooler.

The Israeli leader was welcomed by Egypt's Vice-President, Mr. Hosni Mubarak and his wife and inspected a guard of honour. But, coming as it does when Egypt's relations with the rest of the Arab world are more than ever in crisis, Mr. Begin's visit is being kept low-key.

Mr. Mustapha Khalil, Egypt's Prime Minister, was not among those who met Mr. Begin. He was understood to be preoccupied with the implications of the Baghdad conference decision to boycott Egypt. The Israeli flag was hoisted a bare two minutes before Mr. Begin's air force jet touched down and was removed immediately the official cars left to take the Israeli leader to a private lunch with President Anwar Sadat.

There may be some indication of Egyptian popular feeling towards the visit when Mr. Begin lays a wreath at the Egyptian unknown warrior's tomb. He is also to visit the Pyramids and to pray in Cairo's oldest synagogue.

Investment key to success of Arab boycott on Egypt

The implications of the Baghdad decisions to ostracise Egypt in the Arab world are examined by JAMES BUXTON and RICHARD JOHNS.

THE BAGHDAD meeting's decision to ostracise Egypt threatens trade patterns, economic aid, investment and joint ventures established over decades. No matter how the Baghdad decisions on an economic boycott are interpreted, it will be difficult, even impossible, to unravel them all

Egypt should not be seriously affected by trade embargo with other Arab countries since this accounts for only 6 per cent of its total and it is a net oil exporter. But it is not immediately clear where Egypt will turn to obtain the particular grades of oil (amounting to $95m worth last year) it still needs to import for domestic consumption.

Programme aid to Egypt for direct balance of payments support had been sharply reduced since the end of 1977, but at the same time improvements in Egypt's economy have made it less vital. Nevertheless Egypt will lose about $350m a year which it had been receiving under agreements at the Khartoum and Rabat Arab summits.

The Gulf Organisation for the Development of Egypt (GODE)—a development fund with capital of $2bn, which was largely used in payments support, was effectively sealed up last year with no new funds available.

It remains to be seen whether GODE's existing funds will now continue to be available for the next 23 years, as was the case up till now, and what repayment terms will now be imposed. Overall the Arab oil producers provided two-thirds of the $8bn in grants and aid that kept Egypt afloat from the time of the 1973 October War to the end of 1977.

Another question mark hangs over Egypt's relations with the Arab Monetary Fund, the fledgling Arab version of the IMF. Egypt last summer drew out 75 per cent of its subscription to the fund (some $17.5m) and had been negotiating for a loan of about $20m.

Far more complicated to unscramble would be the project aid agreements which Egypt has with the three big Arab bilateral funds—the Saudi Fund for Development (SFD), the Kuwait Fund for Arab Economic Development (KFAED) and the Abu Dhabi Fund for Arab Economic Development (ADFAED), as well as the multilateral Arab Fund for Economic and Social Development and (AFESD) the Islamic Development Bank (IDB).

Egypt, with its population making up nearly half that of the Arab world, has been the leading beneficiary of loans from the first four of these institutions.

A large number of aid projects are still being implemented, so that loans committed have yet to be fully disbursed. In most cases projects are co-financed, not just by more than one Arab fund but with Western bilateral funds and institutions such as the World Bank. The ADFAED, for example, the smallest of the Arab bilateral funds, has committed nearly $70m to such things as fertiliser projects and power generation in Egypt.

The biggest development aid project in Egypt is the $1.15bn Suez Canal expansion programme of which Phase 1, due for completion next year, will enable the canal to take larger tankers. The Kuwaiti, Saudi, and Abu Dhabi funds, the AFESD and the IDB are lending a total of $139m to this scheme. Any freezing or even slowdown of funds to the project would mean that the Arab institutions would have wasted much of their paid up contributions to the scheme.

with the Egyptian Government are threatened by the Baghdad decisions, and in terms of prospective investment and employment opportunities the biggest casualty looks likely to be the Arab Industries Organisation (AIO). Its collapse would have repercussions for Britain, France and the U.S.

The AIO was established in 1975 as the basis for an indigenous Arab arms manufacturing capability with a capital of $1.4bn shared equally by Saudi Arabia, the United Arab Emirates, Qatar and Egypt. The three Arab oil producers are believed to have subscribed their full allocation and the AIO is already a going concern.

Its joint venture with American Motors is already building up to its capacity of producing military jeeps and 12,000 vehicles a year. Work is well advanced on the Arab-British Dynamics plant that is to assemble and then manufacture in its entirety the Swingfire anti-tank missile under a deal signed in 1977 and valued at more than £40m. British Aerospace has a 30 per cent stake in the venture.

Nearing implementation is the AIO's agreement with Westland and Rolls-Royce for the manufacture of the Lynx multi-purpose helicopter and the Gem engines powering them. The value of this contract, if it is fulfilled, could exceed £400m. Both the British companies have a 30 per cent stake in the joint companies involved. The investment already made might mean that the project can continue

Much more problematical is the more controversial one for the manufacture of the Franco-German Alpha jet on which agreement was initially reached last September but further progress had been held up because of the Egyptian-Israeli negotiations. Associated with it is the far more ambitious plan eventually to produce the Mirage 2000 with Dassault-Breguet.

It remains to be seen now whether Saudi Arabia, the UA and Qatar will press ahead with the AIO project for a missile and electronics complex at Al Kharj, near Riyadh. The main foreign partners would be Thomson CSF and Matra but the expectation had been that it might also provide work for Decca of the UK and Collins Radio Company.

It is believed, meanwhile, that Saudi Arabia has already disbursed the grant aid earmarked for the purchase of Northrop F-5 for the Egyptian Air Force.

But even before their rupture, strains between Egypt and other members of the Arab Economic Unity Council (AUEC) had become acute. As a result, Egypt had withdrawn from one of its projects, Arab Investment Company. Ventures launched under the aegis of the AUEC could be worth several billion dollars over the next few years and for the time being hopes that they might be located in Egypt have been dashed.

Arab-based banks and consortium banks appear certain to be affected by the ban on bank loans, deposits and guarantees tothe Egyptian Government and its agencies. One bank that

A $250m financial package for Egypt, part of which is earmarked for the acquisition of U.S. aircraft, is at the awkward stage where a management group is being formed. Already it has failed to get a guarantee from GODE.

WORLD TRADE NEWS

Soviet oil drilling deal for Finland

By Lance Keyworth in Helsinki

RAUMA-REPOLA has won an order to build three oil drilling vessels for a major Soviet oil and gas exploration project in the Artic Sea. The order is valued at FM 200m (£112m).

The Finnish company, which has diversified interests in shipbuilding, engineering and the forest industry, has built 13 oil drilling rigs, but all were of the semi-submersible type. The three drilling ships now planned are an entirely new venture.

The 7,000-ton vessels, powered by a total of six 20,000 horse-power diesel engines, will be capable of working in Artic conditions and drilling in temperatures of as low as minus 40 degrees fahrenheit. They will be positioned by satellite and computer control and kept on site by five propellers. If imperilled by the approach of an iceberg, they will be able to more in three minutes because therere will be no anchors to weigh. They also will be able to be redirected to the drilling location with an accuracy of 50 metres.

The first unit will be delivered in May 1981, and the other two by the end of 1982.

Semiconductor industry buoyant

By John Lloyd

CONTINUED HIGH growth in the sales of integrated circuits is forecast by two consultants' reports.

A study by U.S. consultants Arthur D. Little shows that the U.S. semiconductor industry should see its sales quadruple over the next 10 years, due to accelerating market demand.

Sales by U.S. manufacturers (with manufacturing plants either at home or abroad) will grow from $3bn in 1978 to $14bn (£7bn) in 1988. Total worldwide unit sales should reach one trillion (million million) annually by the end of the 1980s.

In a report on the integrated circuit market in Europe, Mackintosh Consultants predicts an annual growth from 1977 to 1982 of 9.8 per cent on average. Growth from 1977 to 1978 was 14 per cent, and from 1978 to 1979 is estimated at 11.5 per cent.

The largest market is, and will remain, West Germany, accounting for around 33 per cent of the market: the UK comes next, at just under 20 per cent.

Madagascar power project

By John Walker in Stockholm

THE SWEDISH company Skomska Cement, Europe's largest construction group has received an order valued at SKr 270m (£30m) from Madagascar for the supply of electrical generating equipment.

It is part of a scheme to increase the supply of electricity especially in rural areas, but it is also intended as a contribution to the industrial development of the country.

EEC COUNCIL OF MINISTERS MEETING

UK fears for textile industry

BY RHYS DAVID

FURTHER SAFEGUARDS for the textile industry are likely to be sought today by Britain when the EEC's stance at the GATT multilateral trade negotiations (the Tokyo Round) comes up for discussion at the Council of Ministers meeting in Luxembourg.

The UK textile industry has been engaged in a series of urgent meetings with ministers an dtheir officials over the past month at which they have been expressing concern at what is considered to be an over-generous response by the EEC towards the U.S. This could lead, the industry has been claiming, to a substantial increase in U.S. exports to Europe, causin gsubstantial damage to the domestic industry.

British ministers are believed to share some of these misgivings, though they have been reluctant to go along with industry demands that the UK should seek the withdrawal of textiles from the MTNS.

Mr. John Smith, the Secretary for Trade, told a delegation from the British Textile Confederation last week that Britai nis determined to see a further extension of the textile industry's main safeguard—the GATT Multi-Fibre Arrangement (MFA)—after its duration in 1982. Britain will, as a result, be pressing today for an assurance that this is also EEC policy, as a condition for accepting Tokyo Round cuts in textile tariffs.

Britain also is likely to press for an EEC assurance that action will be taken if the U.S. starts to flood EEC markets followin gthe reduction of tariff levels. The UK industry, believes the U.S. has an unfair competitive advantage because of lower oil feedstock prices, and has been pressing for a countervailing duty to be imposed if there is a surge in U.S. exports.

In textiles the EEC entered the negotiations with tariffs already much lower than those operated by the U.S. Yet the prolonged talks have only partially narrowed the gap, the UK industry claims.

In talks with the industry, the Government has already pointed to some of the safeguards which have been built into the offers, including a delay until 1982 before the textile cuts will begin to take effect. In addition Ministers have pointed out that there will also be a break clause after five years, enabling the state of world trade to be reviewed before the final three years cuts are embarked upon.

Nevertheless, as speeches at today's annual general meeting of the British Textile Confederation are likely to stress, the industry is stil deeply concerned.

Industry leaders claim that the more attractive U.S. offers of tariff reductions have been made in products such as hand-woven wool (in effect, the Harris Tweed industry) where expansion possibilities are limited, and cashmere knitwear, where lack of fibre supply from China again makes increases in output difficult to achieve.

The wool textile industry, after much lobbying, has been rewarded with as ubstantial reduction in the U.S. tariff, but only from the previous 44 per cent, down to a still very high 33 per cent.

There are two other important reasons for the industry's concern at the EEC's apparent generosity. Reductions agreed with the U.S. will apply automatically to other countries subject to EEC tariffs, yet most of these have made offers of only token reductions in what are sometimes extremely high tariffs of their own. In South Korea tariffs on textiles are as high as 80 per cent, and in Brazil 205 per cent, while in some developing countries textile imports are effectively banned.

The other point is that the U.S. textile industry has been offered further non-tariff protection against imports and aid towards exports by the U.S. government, at a time when EEC tariff cuts could make it much more competitive in Europe.

A strong warning that the EEC may now be faced with its last chance of redressing the balance in favour of the community and avoiding a major loss of markets to the U.S. is as a result likely to be the rallying cry of the textile confederation today.

GATT package under scrutiny

BY BRIJ KHINDARIA IN GENEVA

THE EARILYL conclusion of the Tokyo Round of the multilateral trade negotiations depends to a large extent on appraisal of the package by the EEC's Council of Ministers meeting in Brussels to-day.

The main element holding up the agreement is a dispute between the Common Market and the developing countries regarding the application of safeguard rules to protect home producers against excessive competition from cheap imports. Another major unresolved dispute among developed and developing countries concerns the treatment of parent-subsidiary deals for puroposes of customs valuation

The Community appears to have received an ultimatum regarding the planned safeguards code. The Commission's negotiators were the only ones not to have accepted a text for the code suggested by the Secretariat of the General Agreement on Tariffs and Trade (GATT) and accepted by all other participants, including the U.S. and Canada, last Friday.

Under the text safeguard measures would be applied only after consultation with the relevant exporters and clearance from a committee overseeing the code's application. The criteria for justification of such measures have also been tightened.

In practice, the proposed text allows for selective application of safeguard measures against imports from specific sources but does not permit unilateral action. The country taking safeguard action would not be obliged to simultaneously curb imports from sources which provide bigger quantities than the specific supplier against whom the action is directed. But the code would allow that smaller supplier to increase his exports to the same volume as the larger suppliers unaffected by the safeguard action.

The Community has now been told that it should either accept these limitations or be willing to have a Tokyo Round package without a safeguards code. The Community originally wanted to obtain a code allowing both unilateral and selective action.

Even if the Brussels Council accepts these limitations, completion of the safeguards code will need further negotiations which might cause new delays. Almost all the proposed code's remaining sections have yet to be agreed, such as the criteria to be used in judging situations of market injury, compensation to be offered to agrieved parties, special treatment for developing countries and dispute settlement procedures.

Developing country delegates say that the Community refused to discuss these other elements earlier awaiting resolution of the dispute over selectively and unilateral application.

Despite the intense pressure on the Council to accept the code's proposed ext, some Tokyo Round participants expect that France will maintain its earlier hardline stand. They predict a situation where there will be no new code, leaving the existing GATT provisions unchanged, or a new code which will be unsigned by the Community.

The latter alternative would leave the door open for the Community to join later. The code as now proposed goes halfway to meet the Common Market's viewpoints because it allows selective application of safeguard measures which violates existing GATT rules.

U.S. to build China trade centre

BY JOHN HOFFMANN IN PEKING

A CONSORTIUM of American building concerns will construct a giant trade complex three miles from the middle of Peking which will comprise a 40- to 50-storey office tower situated above a hotel, convention and shopping centre and apartment block for resident foreigners.

Undertaking the projects are the Gerald D. Hines company of Texas, Kaiser Engineers of California and Turner International Industries of New York, who signed the building contract yesterday with the Chinese Foreign Trade Ministry.

The building, when completed, will be the largest in China.

Finance for the project will be provided through a loan from the Chase Manhattan Corporation of New York to the Chinese Government.

Mr. Jesse K. Taylor, senior vice-president of Kaiser Engineers, said the project could cost about $250m (£125m). A figure of $500m had been suggested in some reports but "we would like to think we can do it for less than half of that."

Design work on the trade centre is to be done in the U.S. over the next 10 months, with construction starting next year and completion scheduled for 1982. Chinese labour will be used and will be supervised by a small number of engineers and experts from the U.S. and other countries.

Present plans were for 100 per cent Chinese ownership of the trade centre, but further discussions were to be held on the concept of joint interests.

Reuter reports from Tokyo: Japan and China have agreed to apply the deferred payment formula to all new contracts for Japanese exports of industrial plants to China under their extended long-term private trade pact. Mr. Yoshihiro Inayama, chairman of Nippon Steel and president of the Japan-China Association on Trade and Economy, said Japan proposed that the deferred payment facilities be 50 per cent in yen and 50 per cent in U.S. dollars, and also that interest rates for the facilities be at 7.25 per cent to 7.50 per cent per annum depending on maturity. This would be in accordance with the guidelines of the Organisation for Economic Co-operation and Development (OECD), he said.

Japanese talks on procurement complaints

TOKYO—Mr. Masayoshi Ohira, the Japanese Prime Minister, has called a special cabinet meeting for today to start work on a new proposal to present to the U.S. in response to an American demand that Japan allow foreign companies access to Japanese Government procurement contracts.

Mr. Ohira decided to convene the meeting after he was briefed by Mr. Nobuhiko Ushiba, his trade representative, who returned from Washington on Sunday after trying unsuccessfully to work out a compromise.

Mr. Ushiba is expected to return to the U.S. in early May with a new proposal to continue the negotiations that broke down during his latest trip.

AP-DJ

BUILD UP IN AEROSPACE ORDER

New market for CFM-56 engines

By Our Aerospace Correspondent

A MAJOR breakthrough into a big new world market for aero-engines has been achieved by the joint French-American Snecma-General Electric CFM-56 engine, which is to be used by United Air Lines of the U.S. to re-engine its existing fleet of McDonnell Douglas DC-8 jet airliners.

United has announced a $400m (£200m) modernisation programme for 30 of its DC-8 four-engined jet fleet, of which half will be spend on buying CFM-56 engines for the aircraft.

The existing engines in the DC-8s are Pratt and Whitney JT3Ds, which are now not only ageing but are also becoming too expensive on fuel and too noisy.

The new CFM-56 is a more powerful engine, of 22,000 lbs thrust and upwards, and it is claimed to offer substantial improvements in noise levels and fuel consumption, making it suitable for use through to the end of this century.

Boeing of the U.S. also has a programme to re-engine elderly 7/7s with CFM-56s, and a 707 with four of these engines is due to be test-flown in November.

- Sterling Airways of Copenhagen is buying two Boeing 727 medium-range tri-jets worth $25m, for delivery in March, 1980. Frontier Airlines of the U.S. has bought one short-range 737 jet, worth $11m.
- The U.S. Exim Bank has tentatively approved a $97.5m direct loan, and a guarantee on a matching private credit, to enable Varig, the Brazilian airline, to buy five McDonnell Douglas DC-10 tri-jets. Total cost of the airliners including spares and ground equipment, will be about $262m.

Optimism as Airbus sales soar

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE LUFTHANSA order signed yesterday for 25 of the A-310 version of the European Airbus, worth DM 1.5bn (nearly £400m), with an option on another 25 of the same aircraft, is the biggest single contract yet placed for the Airbus in any version.

It confirms, together with other contract negotiations now in progress world-wide, that Airbus Industrie, the European consortium set up to develop the Airbus some years ago, is heading for another record year, following last year's inflow of 82 new orders, of which 70 were firm and 12 options.

The aircraft is being offered in two basic versions—the 250-plus seater A-300, and the smaller 200-seat A-310. The A-300 itself is available in several variants with differing range and payload performance capabilities.

This year's commitments have included such airlines as Scandinavian Airlines System (two more A-300s), Garuda of Indonesia (six A-300s with six more on option), Swissair (ten A-310s with ten on option), Air France (a letter of intent for five A-310s), Pakistan International Airlines (four A-300s) and Varig of Brazil (two A-300s). The total order book for all Airbuses now stands at 250 aircraft, of which 163 are firm and 87 are options.

soon include, Laker Airways, which is negotiating for ten aircraft, in a mix of A-300s and A-310s.

Airbus Industrie does not expect to win all of these orders, for the competition from Boeing with both the new 757 and 767 jets is already formidable, and both McDonnell-Douglas and Lockheed are also in the same market with their tri-jets. But if the European group can win up to 1,000 aircraft, or about one-third of the world total, it will be happy.

It bases this target on the fact that, with is existing 21 airline customers alone, there will be a market for close to 400 Airbuses as raffic grows and those airlines increase their fleets. With its customer base broadening all the time, Airbus Industrie believes that the 1,000 aircraft target is realistic. Its break-even figure is set at between 350 and 400 aircraft, so that it is confident of making money in the future.

Airbus Industrie also bases its forecasts on the belief that over the next ten to 15 years, world airline traffic is likely to triple in volume, and that of the resulting demand for 4,300 jets worth $90bn, about 70 per cent will be needed to meet traffic growth, and some 30 per cent as replacements for existing ageing types.

This surge of business has come at the same time as a steady demand for other types of jets, including the new Boeing 757 and 767, the existing 737 short-range and 727 medium range airliners; and the McDonnell-Douglas DC-9s and DC-10s, and Lockheed TriStars.

Collectively, these developments, which added more than 700 new jets to the manufacturers' order books last year alone, confirm the belief that the long-awaited re-equipment time is now flowing strongly through the world's airlines.

This is expected to add more than 4,300 jets of all kinds, worth more than $90bn (£45bn) to the world commercial jet fleet by 1990, both to meet traffic growth and to replace existing ageing aircraft which are becoming too noisy and also too expensive on fuel.

Airbus Industrie, the Franco-German-UK-Spanish consortium (with which Fokker of Holland is also associated, although it is not a full member) expects to win a big share of this airliner market. Its own studies indicate that the demand for short-to-medium-range jets alone will amount to between 1,100 and 1,500 aircraft outside North America, with another 1,500 inside that Continent, a total world market close to 3,000 aircraft, worth more than $60bn.

To meet the anticipated demand, Airbus Industrie, which is currently bulding A-300s at a rate of two a month, will raise production to three a month by October, and farther to four a month in 1980.

As the new A-310 moves into production alongside the A-300, combined total output of Airbuses will rise further to six aircraft a month by mid-1982, and then to eight a month by 1983-84. It will be possible to raise this to ten a month, but only if demand justifies such a high production rate.

The rising order book is not only bringing good business to the European airframe manufacturers, but also to the U.S. engine companies, General Electric and Pratt & Whitney.

GE has for long been the prime supplier of engines to the Airbus, with its CF6-50 Series, but Pratt & Whitney has now also moved in, and in recent weeks has won Airbus engine business worth over $200m from Swissair, Garuda of Indonesia, Iberia and Scandinavian Airlines System, all for versions of the JT9-D engine.

So far, however, no-one has asked for the Rolls-Royce RB-211 engine. That company says that it is available if wanted, but there would be a heavy cost involved in the flight-development testing of an RB-211-powered Airbus which prospective customers so far have shown no inclination to meet.

Sea Harrier sales talks

BY LYNTON McLAIN AND DAVID TONGE

INDIA and Spain are each discussing the purchase of up to six Sea Harriers, the new naval version of British Aerospace's Harrier jet.

British Aerospace has high hopes that a contract with the Indian navy, its first export contract for the Sea Harrier, will be signed by the summer. The talks with Spain are still described as "low key," and are only part of a major re-equipping drive by the Spanish armed forces.

The Sea Harrier, of which 34 are to be supplied to the Royal Navy starting later this year, was discussed during the recent visit to Spain of Admiral Sir Terence Lewin, the British Chief of Naval Staff.

The Spanish Navy already has svx Harrier Mk. 5 aircraft and two Harrier Mk. 54s, the training version delvered in November 1976. Spain has since ordered at least five more of the Mk. 55 which are being built by British Aerospace at Kingston.

Britain is also interested in supplying its "ski jump" ramp for essisting Sea Harriers at take off to the through-deck aircraft carrier which Spain is building. The plans for the ship were originally drawn up for the U.S. Navy but when the project was scrapped the plans were sold to Spain.

The Spanish press has speculated that Spain might buy up to 250 of the Chieftain tanks originally designed for Iran. British sources say they are unaware of any approach on this by the Spanish armer forces. According to military observers Gibraltar has long been virtually indefensible against a determined Spanish threat. British officials thus suggest that if Madrid is interested there would be no reason to oppose the sale.

Made in Italy.

In other words, made in Europe.

To build together a common European language. That's what Fiat has been trying to do in its field all these years.

For example, by investing more than 200 billion lire in the research field each year. The Fiat Research Centre, employing 1200 people, is comparable to the largest European and American complexes. The Automobile Group sells 50% of its production abroad. One model, the 127, has been the most sold car in Europe for years.

The Ritmo, introduced in 1978, is the first model of a new generation of Fiat automobiles; it puts together and sums up all the work done in recent years in technology and production plants, techniques, and planning and experimental methods.

The strong points of the Ritmo are: its aerodynamics, the use of interior space, comfort, safety and the high standard of component engineering.

Fiat truck production is spread, through a sophisticated system of productive integration, over a series of plants not only in Italy, but also in France and Germany. Moreover, important European construction firms have contributed to the development of Fiat factories in Italy for diesel engine production.

Fiat also takes part in the important programmes of the European aeronautics industry, along with English, French and German specialists.

At the same time, with other international firms, Fiat Engineering prepares and carries out projects for the necessary infrastructures of developing countries.

Fiat-Allis constitutes one of the world's largest companies producing construction machinery, while Comau automated production systems and machine tools are used by Europe's and the world's main mechanical industries.

These then are the parts of the dialogue Fiat has helped to establish between Italy, Europe and the rest of the world, showing, by its commitment to progress, its own will to carry on.

FIAT

Democrat cleared of bribe charges

Tongsun Park

Mr. Otto Passman, a former Louisiana Congressman, was acquitted on charges of accepting illegal payments from a South Korean businessman, Mr. Tongsun Park, Reuter reports from Monroe, Louisiana.

A district court jury also found Mr. Passman, of Monroe, not guilty on charges of conspiracy and tax evasion.

Mr. Passman, a Democrat who served in Congress for 30 years until he was defetated in 1976, headed the Foreign Operations subcommittee of the House of Representatives Appropriations Committee.

The indictment stemmed from a Federal investigation into the so-called "Koreagate scandal" in which the businessman was alleged to have made illegal payments to Congressmen.

Canada candidates

Union Populaire, a party founded to fight for Quebec independence in the federal Canadian Parliament, has found candidates for the House of Commons in 14 constituencies, AP reports from Monteal. Mr. Henri Laberge, the party president, broke with the Parti Quebecois, which is in power in Quebec City, because it steers clear of federal politics.

Guyana gas search

Seagull International Exploration of Texas and Denis Mines of Canada have contracted to explore for oil and gas in a 4,390 sq mile area of Guyana's Continental Shelf, Mohamad Hamaludin reports from Georgetown.

Victims remembered

Jimmy Carter yesterday proclaimed April 28 and 29, the 34th anniversary of the liberation of the Dachau death camp, as days of remembrance

Iowa dissidents push Kennedy for President

BY JUREK MARTIN, U.S. EDITOR, IN WASHINGTON

A GROUP of dissident Democrats in Iowa have banded together to promote the name of Senator Edward Kennedy for the party's Presidential nomination next year.

The Massachussetts Senator is dissociating himself from the effort, as he has from other draft movements that have sprung up in other States.

His official position remains that he expects President Carter to run again—and be re-elected—in 1980.

Iowa has an unusual significance in the U.S. electoral calendar. Its caucuses, due to be held next January, are the first national selection process.

In 1976, Mr. Carter, then very much an outside contender, made his first big stride to the White House by capturing more delegates than anyone else at the caucuses.

Given the clear internal dissatisfaction with Mr. Carter's record among Democrats, any early sign of weakness in caucuses or primaries next year will give the President's opponents heart.

Mr. Carter's startegists know this and are despatching his son, Mr. Chip Carter, to Iowa shortly, for some political fence-mending.

The two Democratic challengers who stick out a mile are Mr. Kennedy and Governor Jerry Brown of alifornia—who is himself on the pre-campaign trail in New England this week, pushing his case for a constitutional amendment to balance the Budget.

Mr. Kenedy's denials of candidacy have to be taken seriously at present, though it is generally agreed that two conditions could get him into the race—a deep ideological rift with Mr. Carter over economic and social policies, and the fear that Mr. Brown might become the Democratic nominee.

The most recent polls show Mr. Kennedy to be comfortably the most popular politician in the opinion of Democrats—with Mr. Carter also well ahead of Governor Brown.

Despite his apparent political problems, the surveys also show that Mr. Carter has a sizeable lead over any Republican candidate at this stage.

Nobody in the White House has any illusions baout the need for the President to work hard to regain the Democratic nomination.

The latest polls, taken last week, show that his standing went up only modestly after his Middle East coup and that the major issue confronting the country—the economy and the war on inflation—is still the area in which he is most vulnerable politically.

Senator Kennedy . . . remains a Carter supporter at present

The Iowa Democrats who are organising for Mr. Kennedy come from the party's liberal wing. Liberals still exert great influence inside the Democratic Party—much as conservatives do inside the Republican Party.

If dissatisfaction with Mr. Carter's performance grows, the Iowa dissidents could make their presence disproportionately felt.

Vice-Minister's visit

Li Yukui, China's Vice-Minister of Posts and Telecommunications, is visiting Canada with a 14-man team, AP reports from Montreal. Li's Ministry is starting to modernise China's telephone system. The team will visit Northern Telecom and Bell Canada factories.

UN reports $5.5bn loans to S. Africa

By David Tonge

BETWEEN 1972 and 1978 financial institutions in South Africa received international loans totalling $5.5bn according to a report by the UN centre against Apartheid. This figure covers only credits or bonds raised on the international capital market, involving banks of different nationalities. It does not include loans made by banks in individual countries, trade financing and interbank lending.

The study, reelased yesterday, comes two months after the UN General Assembly called for an end to all new investment in, and all financial loans to South Africa.

The bulk of the loans came from West Germany, Britain, the U.S. and France. U.K. investment in South Africa totals around £5bn, according to Dr. David Owen, the Foreign Secretary. He said recently that Britons have "a heavy political and moral responsibility to use our economic influence to apply political pressure for peaceful change." The Government, he said, had shown determination to start reducing Britain's economic commitment to South Africa. ... .

The value of loans each year rose steadily until the Soweto killings in the summer of 1976, then fell and are now recovering. The main British banks involved in syndicated international loans are Barclays Interantional, Barings, Hambros, Hill Samuel, Kleinwort Benson, Samuel Montagu, N. M. Rothschild's, and Schroder Wagg.

Ambassador Leslie Harriman, Chairman of the UN Special Committee against Apartheid, has stressed that foreign loans and credits have allowed the South African regime to increase its military budget from $40m in 1960 to nearly $2bn this year.

Recently the U.S. Eximbank made its financing to companies conditional on their agreeing to the so-called Sullivan principles—a code of anti-apartheid conduct described as marginally tougher in general than the EEC code. Critics of apartheid also say that they have received assurances from some major U.S. banks that they will not lend to the South African government or, in a few cases, to the Government's agencies.

BRAZILIAN VISIT

Schmidt takes the pulse

BY DIANA SMITH IN RIO DE JANEIRO

CHANCELLOR SCHMIDT'S official visit to Brazil starting today is purely political according to West German diplomats, a chance for Herr Schmidt to take the pulse of the Government headed by General Joao Baptista Figueiredo, who took office on March 15.

The Chancellor has a notable interest in the new Brazilian Administration, as West German political, trade and business ties with Brazil were greatly strengthened during th efive-year tenure of Gen. Figueiredo's predecessor, Gen. Ernesto Geisel, who is of German descent.

Key elements of Brazil's official and business community are traditionally receptive to German economic and technical achievements and tend to respond more positively to German than to U.S. attitudes.

West Germany is now Brazil's second largest foreign investor after the U.S., with $2.1bn invested or re-invested here at the end of 1978 by major concerns including Volkswagen, Mercedes Benz, Siemens, Krupp, Thyssen, Mannesmann and Bayer.

In the past decade, West German technical cooperation has brought in DM 1.1bn (£310m) and a host of scientists or technicians supervising major projects in agriculture, urban planning, hydrography and mineral prospecting.

The $13bn Brazilian-German nuclear energy agreement, signed in 1975, for eight Kraftwerk Union reactors and technical transfers is thought by Brazilian officials to be the ideal model for future international nuclear co-operation—a view that patently is not shared in Washington. The agreement has been criticised on technical and financial grounds by Brazilians who favour hydroelectricity, and on political grounds by the Carter Administration, which is warned that Brazil might acquire and use the materials or knowledge to build atomic weapons.

The Carter Administration has softened its tone but is apparently still bent on coaxing Brazil to adopt thorium research as an alternative to the full uranium-plutonium cycle. While debate on the project continues, Brazilian and German officials insist that the volume covered by the agreement will not be altered, although the timetable may be relaxed. Herr Schmidt is not accompanied by any Ministers involved in this field, so the matter is not expected to be discussed during his visit.

Bilateral trade, an awkward aspect of Brazilian-German relations, is likely to be discussed. Trade, which totalled DM 4.46bn in 1978, has brought modest surpluses to Brazil in recent years. West Germany has criticised high Brazilian import barriers and German industrialists are one of the main forces behind EEC strictures on Brazilian goods such as cast iron.

Significant imports of German capital goods used in Brazil's mammoth industrial and infrastructure projects in the past can no longer be relied on; often they are produced locally and Brazil is beginning to cool down its overheated economy.

French interests are now also making considerable inroads into the high technology areas which were once virtually a German preserve. Because of rampant inflation—15 per cent in the first quarter of 1979—Brazil's new government seems bent on slowing down developments in telecommunications, road and rail transport and other fields that could use foreign goods or technology. Thus, private trade talks are not expected to result in major German gains, in 1979 at least.

Chancellor Schmidt

Republicans fight for balanced budget

WASHINGTON—Mr. Michael Blumenthal, the U.S. Treasury Secretary, yesterday urged the House of Representatives to pass legislation raising the limit on the national debt.

"If the Bill is not signed into law today default is virtually certain," Mr. Blumenthal said in a letter to the Speaker of the House.

"Denigration of the full faith and credit of the U.S. would have incalculable effects on the domestic money markets and on the value of the dollar in exchange markets."

Republicans were yesterday preparing to force a showdown on a proposed amendment to the debt limit measure requiring a balanced Federal budget. If the debt limit measure is not passed, the Government would not be able to borrow more money, some of it to help cover social security cheques already sent out.

The old debt limit of $798bn expired at the weekend and the Treasury said that without an increase in the debt limit, the Treasury would be unable to meet its obligations today.

The Government might be able to pay its most pressing bills by shifting available funds from accounts where they were not urgently needed.

Democratic leaders were counting on the prospect of the Government not being able to pay its bills to help pressure Republicans into passing the Bill without the amendment.

The Republican-backed amendment would require three-fifths majorities in both Houses of Congress to raise the debt limit to pay for unbalanced Federal Budgets starting with fiscal 1981, the Budget year beginning October 1, 1980.

A Democratic - supported amendment would require the Congressional Budget Committees to offer balanced budgets for fiscal 1981 and fiscal 1982. However, the budget could then be voted out of balance by simple majorities in the House and Senate.

The debt limit bill would raise the Government's temporary borrowing authority to $830bn.

AP

Mobil sues over lost pesticide

NORFOLK, VIRGINIA—Mobil Oil Corporation has filed a $190,000 damage suit against the owners of an Italian freighter barred from entering Chesapeake Bay for 31 days because of fears that shellfish would be contaminated by pesticide-fouled water in its cracked hull.

The suit was filed in the U.S. district court by Mobil, the owner of the cargo of presticides which mixed with sea water in the hold of the ship, the Maria Costa.

Mobil charged the owners of the vessel with diluting the pesticide when the Maria Costa developed cracks in its hull and water leaked in in late February. It claims that 65 tons of the pesticide were destroyed.

Because the pesticide is highly toxic, the Maria Costa was kept 11 miles off Cape Henry for 31 days while the contaminated sea water was removed. The coast guard then allowed the vessel to enter Hampton Roads for repairs.

The U.S. Environmental Protection Agency feared the 1,500 tone of pesticide-contaminated water in the ship's hold might leak into Chesapeake Bay and endanger its shellfish.

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Last year, industrial fire damage soared to a new record of £309.3 million.

Amongst those statistics are many companies who've been so badly damaged that their business will never survive.

It's not just valuable stock, your buildings and your records that are lost.

You've lost your capability to supply and your customers are forced to take their business elsewhere (encouraged, naturally, by your direct competitors).

Without proper fire ventilation any fire however small is far more likely to develop into a 'large loss' fire. The sort from which the business may never recover.

As our pictures show, a fireman only has to enter a smoke-logged factory, take three steps and turn round, and he can't see a thing.

He'll have trouble seeing the exit, let alone the fire.

(And without his life-line, he might never see daylight again.)

The crippling effects of a bad fire can be prevented. By Colt Automatic Fire Ventilation.

THE PROBLEM OF SMOKE.

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By which time, the fire-brigade, when they arrive, will be faced with a smoke-filled building, totally prevented from locating the fire.

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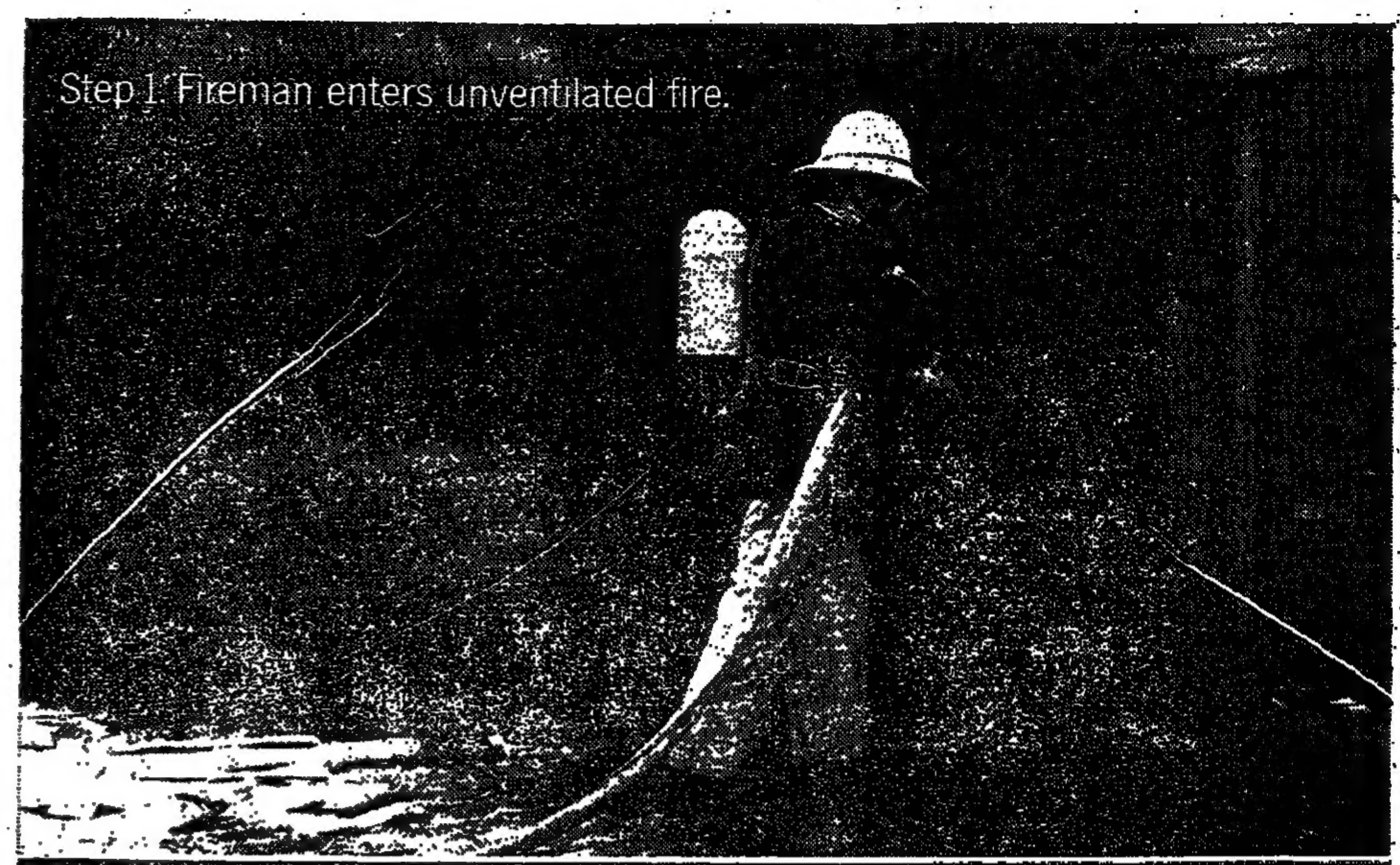
It opens above the source of the fire in seconds, and letting the smoke pour out into the fresh air, acts as a visible fire alarm for miles around.

Remarkably, it's frequently been possible for production to be carried on in the factory the next day.

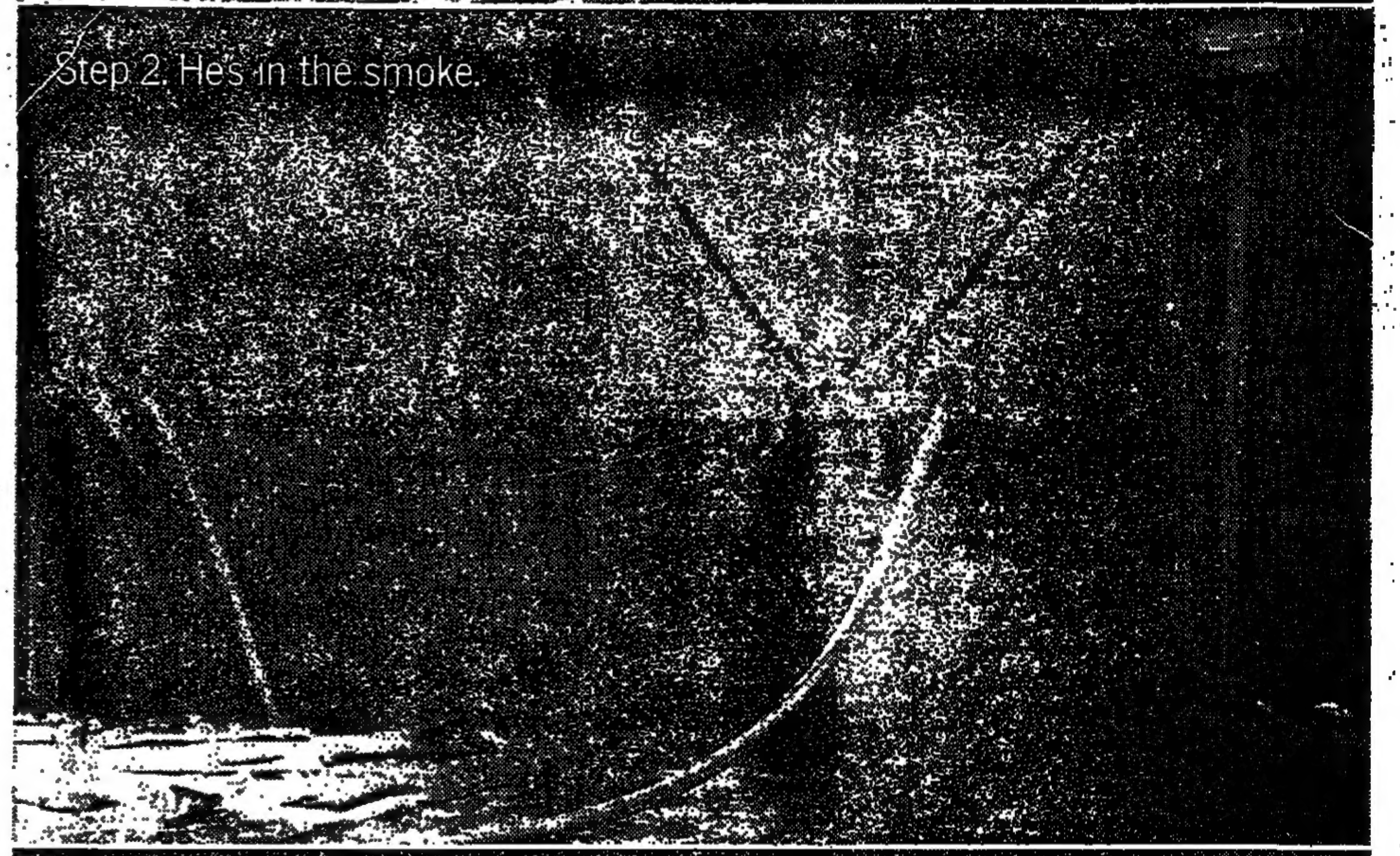
YOUR NEXT STEP.

Colt have installed fire ventilation in factories, warehouses, shopping precincts, prisons, and hundreds of thousands of buildings world wide.

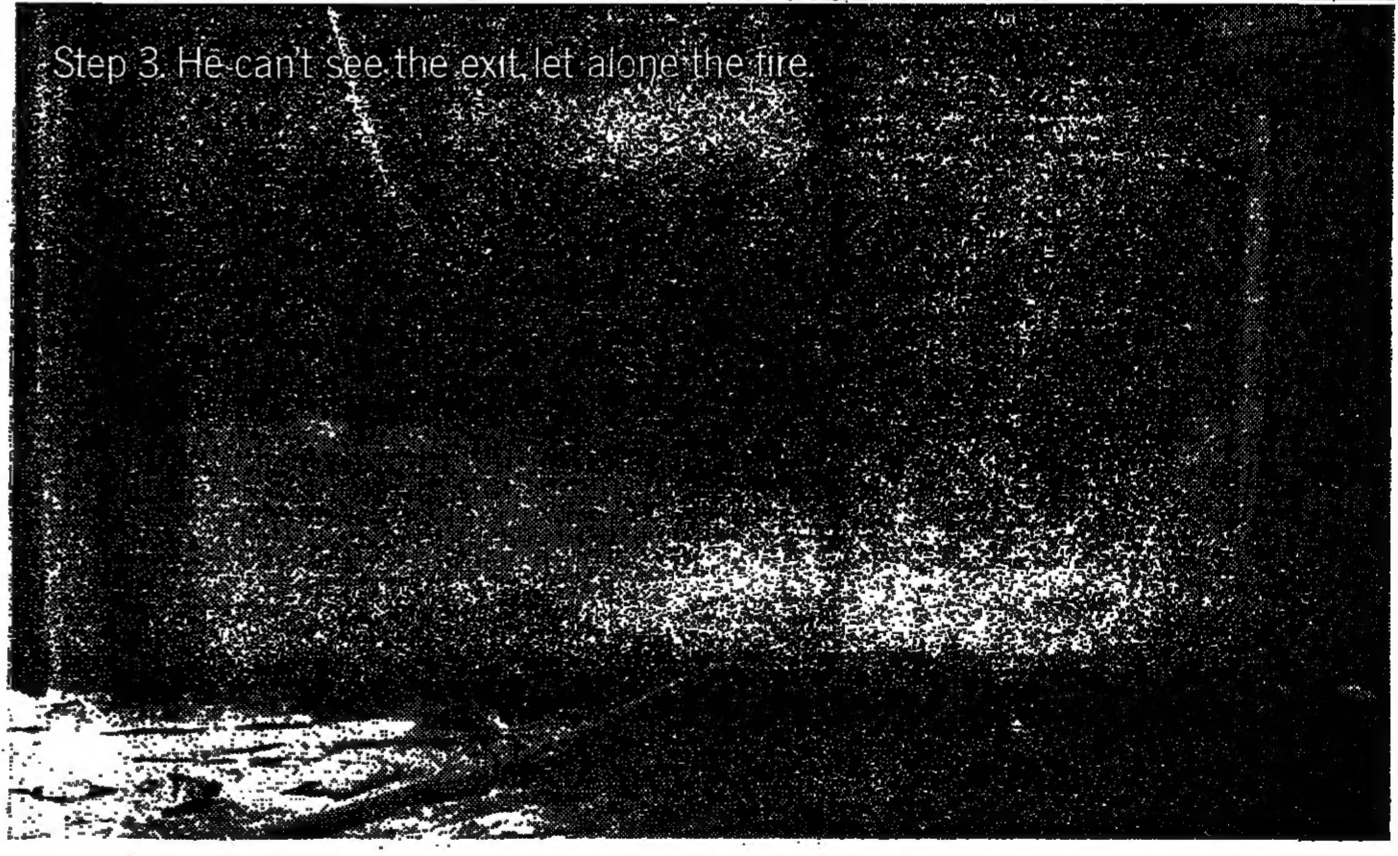
The costs are tiny compared with the gigantic losses a fire could cause. And can be offset by tax allowances. Leasing can be arranged for you if desired.



Step 1. Fireman enters unventilated fire.



Step 2. He's in the smoke.



Step 3. He can't see the exit, let alone the fire.

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WITH COLT FIRE VENTILATION, FIRE CAN BE A TEMPORARY NUISANCE NOT A TOTAL DISASTER.

Container transport improves profits

By Ian Hargreaves, Transport Correspondent

FREIGHTLINER, the container transport company, carried less traffic last year but slightly improved its profits.

Mr. Cyril Bleasdale, the company's managing director, said yesterday that in spite of a fall last year in the amount of container units handled, the prospects for growth are better than ever.

Last year's setbacks were mainly caused by labour problems at Southampton, where much of Freightliner's profitable long-haul traffic originates.

Strikes

This year also started badly, because of the strikes by lorry drivers and railmen, but Mr. Bleasdale said that the company is now struggling to meet demand.

Trading profit for 1978 was £1.7m, but this follows the financial restructure of the National Freight Corporation and the transfer of Freightliner from NFC to the railways in last year's Transport Act.

On an unrestructured basis, the trading profit would have been £1.4m, against £1m in 1977. Revenue increased from £46.1m in 1977 to £51m last year.

Programme

This level of return Mr. Bleasdale said, was still inadequate to fund renewal of Freightliner's assets.

About 70 per cent of the company's 8,000 containers are at the end of their lives and a £5.6m programme of which £3m will be spent on containers, will only begin to solve the problem. A major programme of crane renewal is also required.

The first batch of orders, worth £1.6m, has been shared between British Rail Engineering, Ulcon of Northern Ireland and Jindo-IPB of South Korea.

The company's long-term growth forecast is based upon the assumption that fuel costs, lorry taxation and road haulage regulations will increasingly work in favour of railway rather than road trunking operations.

Mersey Docks loses £1.47m as general cargo traffic falls

BY RHYS DAVID

THE MERSEY Docks and Harbour Company slipped back into losses last year, mainly as a result of the continued decline in general cargo traffic. It ended the year with a pre-tax deficit of £1.47m, compared with a profit of £4.1m in 1977.

The port is also likely to face a tough year this year, with voluntary severance payments payments of more than £3m expected as a result of a 700-man cut in the labour force.

The accounts for the first six months will also show the effects of the lorry drivers' strike in January, which was estimated to have cost the port £1m in diversion of trade, fallback payments to dockers and waiving of charges.

Last year's results show that the port increased its revenue from £62.6m in 1977 to £64.4m, but trading profit was down from £4.7m to £1.24m. The port also had to absorb £2.7m in voluntary severannce payments for non-registered dock workrs—mainly office and other staff who accepted early retirement or redundancy.

The total loss on general cargo operations amounted to £3.25m. Because of the declining importance of this trade the port has decided on a £10m reduction in the book value of its general cargo docks, increasing the total loss ater extraordinary items to £11.47m. The 1978 report stresses, however, that the facilities will remain unaffected and the transaction merely reflects the lower capital value of the older docks.

Sir Arthur Peterson, the company chairman, said: "The changing nature of the shipping industry means that facilities built for another age no longer have the same capital value but port users can be assured that the company will continue to offer a first-class service. We are simply reassessing the value to the port of our docks, warehouses and other facilities.

Sir Arthur Peterson: Name of the game is realism

"Realism has been the name of the game in the port of Liverpool for a long time." The dock labour force was being trimmed by about 500 men, bringing it down to 6,200.

The port's Royal Seaforth Terminal, which handles bulk grain and timber and container traffic, showed improved results through increased operational efficiency but break-even point has still to be reached on container traffic.

£5m for Mayfair casino

FINANCIAL TIMES REPORTER

GRAND METROPOLITAN subsidiary, Mecca Sportsman, is joining with Pleasurama to acquire the Casanova casino and club in Mayfair, London, subject to Gaming Board approval.

Mecca Sportsman will have 75 per cent of the equity and Pleasurama 25 per cent, returning to its previous part ownership. A year ago Pleasurama parted with the then majority family owners, after a legal wrangle.

Some £5m is being paid for the lease, club, and goodwill. Pleasurama is putting up £735,000 in equity and loans. The two companies are already partners in the nearby Ritz hotel casino.

NEB praise and warning for BL

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

THE NATIONAL Enterprise Board has given "full support and backing" to BL's 1979 corporate plan and budget; but it has given a warning that "a major strike would put the whole strategy into the melting pot."

The NEB report on the former British Leyland's plan points out that the group must achieve productivity performance on a par with that of its European competitors. It insists that the company's future will depend on a solution being found to that problem.

"By 1983 some £1bn of public money is planned to have been invested in the company, but the improvements forecast so far for 1983 for BL Cars do not match the very considerable improvements in the product range and the facilities which this money will have paid for.

"There will therefore need to be a considerable improvement compared with recent trends in production and productivity performance."

The NEB says it is vitally important that the company should implement successfully the pay parity scheme for BL Cars and the incentive scheme to follow.

"If they are not successfully carried through the company will have no solid base on which to build for the future," it says.

"The events of recent months have shown that the achievement throughout BL Cars of productivity in line with the parity scheme requirements, let alone the greater long-term improvements, is not a foregone conclusion. . . .

"Therefore BL and the NEB will be watching developments over the next months with great concern."

The report shows that productivity in Austin Morris and Jaguar Rover Triumph respectively was 11.6 and 6.9 cars a man a year in 1978; the difference was largely accounted for by the greater complexity of the cars produced by JRT.

> ‘ Achievement . . . of productivity in line with the parity scheme requirements, let alone the greater long-term improvements, is not a foregone conclusion. ’

Altogether 110,800 vehicles, including trucks from Leyland Vehicles, were lost as a result of disputes last year, compared with 192,900 in 1977. Similarly, the number of man hours lost as a proportion of the number of man hours available was 3.5 per cent in 1978 against 6 per cent in 1977.

"Many of the small production interruptions arose from employee objections to management action aimed at improving production efficiency," the NEB states.

The report discloses that the NEB is to inject into BL a further £150m in the form of new equity, only half of the £300m that the company indicated last year it might need in 1979, reflecting the improved financial position.

Capital expenditure this year will be £279m. Commitments carred forward into the current year total £391m. New capital commitments to be entered into this year could exceed £900m.

The NEB confirms that it has earmarked a further £375m to bring its funding of BL up to £975m "and so complete the provision of funds for BL envisaged by the Ryder plan."

The balance of the total funding of £1bn proposed for the company is made up by the NEB's commitment of £25m to Wholesale Vehicle Finance, the organisation set up recently to help dealers to finance stocks of BL vehicles.

The NEB stresses that "the release of funds remains conditional on the review of plans, consideration of performance and proof of need by BL."

It regards it as "premature," because of the questions over improvements in productivity, to set a financial duty for BL beyond 1981. The company has stated, however, that its long-term plan is to achieve a return on assets of not les than 15 per cent.

At a time when BL remains heavily dependent on NEB investment finance "it would make no sense for the NEB to receive dividends in the short term," the report says.

"In any case BL needs to ensure that it meets the requirement to generate funds internally in direct proportion to the public funding over the period 1975-1981. It is anticipated that dividends will be paid in the longer term."

The NEB report backs the view of Mr. Michael Edwardes, BL's chairman and chief executive, that there was a need for urgent action within the group last year.

"The approach adopted in the BL plan stems from the view that unless BL performs better with what it has now, and does so quickly, there will be no long-term future for which to invest," the report maintains.

It adds that real progress has been made and a sound start provided for the BL plan.

The main actions around which the plan revolves include:

● The new small car, the so-called "Super Mini."

● The new medium car which, the NEB points out, still has to be approved.

● The Land-Rover and Range Rover product improvement and capacity expansion programme.

● Modernisation at Longbridge, Solihull, and elsewhere.

● The new aluminium foundry.

● Consolidation of heavy vehicle assembly into the new assembly hall at Leyland, Lancashire, together with closure of the Southall truck plant.

● An expansion in Leyland Vehicles' Scottish operations, "but on a smaller scale than previously envisaged."

The NEB regards BL's shortage of engineering resources as one of the most worrying aspects of the company's future. It says that although the group is making considerable efforts to improve and develop its model ranges "there is no quick or easy solution to this problem."

The report is not optimistic about the British motor industry. "Poor industrial relations, poor productivity and poor quality are all factors which have led to the UK share of world motor vehicle production declining and the import share of the British market rapidly increasing.

"Nonetheless, the NEB and BL are firmly committed to finding a future for a British-owned motor industry and to ensuring the survival of a viable company. They accept that the task is difficult. They do not accept that it is not possible."

Much valuable groundwork was undertaken last year, the report says, and "the downward slide of BL appears to have been arrested. Most of the key performance targets set for 1978 have been met.

"Looking toward the future, BL has a clear idea of the many and varied problems facing it and is making a concerted effort to seek solutions."

The NEB reiterates its support for the chairman and Board of BL, "but the NEB will need to see evidence of substantial improvement in performance by the company in 1979 as a condition of further investment in 1980."

Corporate treasurers organise

BY MICHAEL LAFFERTY

A GROUP of senior financial executives from several large companies planning a new professional body for corporate treasurers.

The first chairman of the already named Association of Corporate Treasurers is to be Mr. Alan Clements, recently appointed finance director of ICI.

Other founding members of the association are financial executives from Associated British Foods; Bowater; British Gas; BL; De La Rue; Dowty Group; EMI; RTZ; Royal Dutch-Shell; Turner and Newall; Unigate; Tootal; and Manchester Exchange Trust.

An inaugural meeting which the association hopes will be attended by most of 1,000 executives invited to become founding fellows will be held on May 10 at the Plaisterers' Hall, in the City. It will be addressed by Sir Jasper Hollom, deputy governor of the Bank of England.

The association, which eventually will run its own exams, is being formed because the skills required of a corporate treasurer are not adequately covered by either the professional accountancy or banking qualifications, Mr. Daniel Hodson, treasurer of Unigate, said yesterday.

"But it is not our intention to tread on the other bodies' toes."

Mr. John Hough, secretary of the English Institute of Chartered Accountants, the main body likely to be affected by the new move, said: "We have not yet met the officers, but we shall listen to their plans with interest."

A statement by the association yesterday said that corporate treasury management had "evolved as a separately identifiable profession against the background of the great political, socialogical and economic changes which have occurred since the end of the Second World War.

Home loan interest rates unlikely to change

BY MICHAEL CASSELL

THE PROSPECTS of any change in building society interest rates receded further yesterday when it became clear that societies had attracted a reasonable flow of new funds during March.

Early estimates suggest that they made net receipts of between £250-£300m compared with £321m in the previous month and £289m in January. Though the societies would like to see receipts climb further, suggestions that higher interest rates should be considered are no longer regarded as a serious option. But it is equally unlikely that rates will fall in the medium term, even if other interest rates decline.

The flow of money into societies, combined with repayments of existing loans, still falls well short of the level of funds required to meet present demand and, as a result, liquidity is still being tapped by most societies, though not at anything like the rate experienced in much of 1978.

The societies' average liquidity ratio at the end of 1978 was at its lowest since the beginning of 1974 and during the year they were forced to use up more than £1.7bn to make up the difference between total receipts and loans.

Societies are now lending about £700m a month, in line with the lending target agreed with the Government at the start of this year. This implies an average 60,000 advances a month and an annual rate of 720,000 loans against 800,000 during 1978.

The socities are still hoping, however, that conditions later in the year will enable them to lend more and that last year's performance may be repeated. In the shorter term, queues for mortgages are still long and societies still insist that borrowers put as much personal capital as possible into house purchases.

Of major concern to the societies is the outlook for new private house-building, which shows signs of tailing off again after the increase in 1978. Builders have apparently become very concerned about prospects for the supply of mortgages and have been scaling down building programmes according. The industry last year made a start on 158,000 new homes but believes that the total in 1979 could fall back to about 130,000.

Talks fail to solve oil rig funding problems

BY LYNTON McLAIN

GOVERNMENT attempts to find work for Marathon Shipbuilders' Clyde yard will be resumed today, after a meeting yesterday failed to resolve problems of funding a future oil rig order.

The yard is now desperately short of work and up to 1,100 workers may lose their jobs unless the Government backs a higher price for a rig wanted by the British National Oil Corporation.

Mr. Bruce Millan, the Scottish Secretary, met Mr. Eugene Woodfin, the president of the company's U.S. parent, Marathon Manufacturing at the Scottish Office yesterday. The aim was to find a way of funding the £500,000 difference in price between the BNOC offer of £11m for the rig and Marathon's estimate needed for profitability.

Officials from the Treasury and the Energy Department also attended the meeting. The Marathon delegation left after an hour, but the Treasury official stayed while Mr. Millan attempted to complete a rescue package.

This is likely to have included ways of postponing Marathon's repayments of Government loans, understood to total up to £2.6m.

Annamese blue and white vases fetch £20,000

SALEROOM

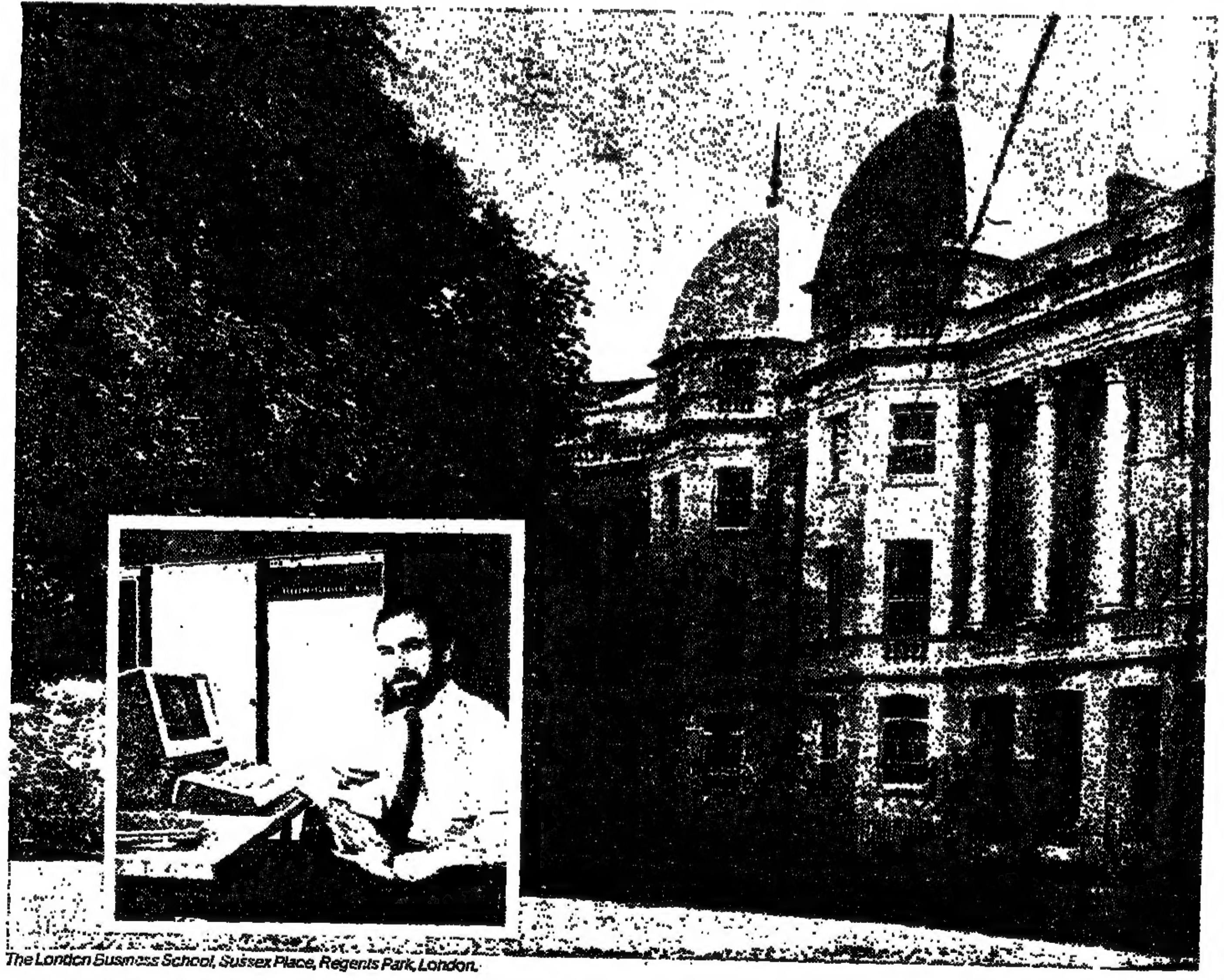
BY ANTONY THORNCROFT

POSSIBLY the only pair of Annamese blue and white baluster vases bearing the Dien Thanh five character mark for the period of 1578 to 1586 to survive was sold at Christie's yesterday to a private American collector for £20,000. He will have to pay an additional 10.8 per cent in buyer's premium. Stylistically the only Chinese parallels date from earlier in the 16th Century and the only documented early example of Annamese blue and white ceramics with a date is a vase of 1450 in the Topkapi, Istanbul.

The vases weret the top lot on an auction of Chinese works of art which totalled £258,435. Marchant, the London dealer, paid £7,000 for a glazed buff pottery camel, T'ang dynasty, and Faber and Castel, a Duseldorf dealer, bought a blue and yellow shallow bowl, with a Yung Cheng six-character mark, for £5,500.

A sale of drawings totalled £50,214 with a best price of £3,500 for an album of watercolours attributed to Antoine Roux. Three interiors by Francois Etienne Villeret went to Hazlitt Gooden and Fox for £2,800.

Sotheby's disposed of printed books, mainly relating to the English Reformation. Edwards paid £2,800 for a fourth folio edition of Shakespeare.



Nuclear energy store 'equals coal reserves'

BY DAVID FISHLOCK, SCIENCE EDITOR

BRITAIN HAS alomst as much stored energy in the form of depleted uranium as in the whole of its proven coal reserves, Sir Francis Tombs, chairman of the Electricity Council, said in an address to the Australian Institution of Engineers yesterday in Pedth, Western Australia.

By utilising this stockpile of depleted uranium—fuel from which many of the fissile atoms had been extracted—in fast breeder reactors, Britain would be able to obtain 60 times as much energy as it could with its present-day reactors, Sir Francis said.

Regarded in this way, the stockpile amounted to the equivalent of almost 400bn tonnes of coal.

Describing Britain's experience with a 250 MW prototype fast reactor, Sir Francis said the reactor itself and the primary and secondary circuits had given excellent performance. Major components operating in an environment of liquid sodium had performed "extremely well."

The designers had confidence that they could proceed to the building of a commercial-scale demonstration fast reactor when the decision to do so was taken.

Britain, Sir Francis said, also had considerable experience of the reprocessing of fast reactor fuel. Fuel from the prototype fast reactor would be reprocessed this year, and the plutonium exartcted made into fresh fuel.

In important respects Britain had demonstrated that it was able not only to build and run fast reactors, but to "close the fuel cycle" in such a way that the amount of plutonium used might be kept to a minimum.

Ultimately, he warned the Australians, this achievement in fuel conservation would be reflected in a diminishing need of uranium imports for a "balanced thermal and fast reactor programme which will carry us well into the next century."

But the capital cost of fast reactors was expected to be higher than that of present-day reactors. The fuel cost was potentially lower but, at today's uranium prices, total generation costs were not yet competitive.

"In fact, uranium prices will have to increase substantially, perhaps by a factor of two or three, before breeder reactors become competitive," he said. In his view, that would not be for "a number of years."

It was one of the main reasons why Britain was not rushing into the construction of a 1,300 MW commercial-size demonstration fast reactor.

"We are convinced, however, that the option of the breeder reactor must be kept open, as an assured supply of abundant energy in the next century and beyond, until some other dependable and more economic source of energy comes along," he added.

Managers want priority for industrial effort

BY RAY PERMAN, SCOTTISH CORRESPONDENT

MANAGERS WOULD like to see the new Government, whatever its political colour, maintain the present industrial strategy with its emphasis on manufacturing, Mr. Roy Close, director-general of the British Institute of Management, said yesterday.

The institute has been helping to develop the strategy through the professional managers' committee, on which it is represented with the National Economic Development Office.

Mr. Close, speaking in Edinburgh, said that the institute would like to see several broad policies maintained, even if the Government changed.

The industrial strategy sought in general to create wealth and put as much resource as possible into re-establishing manufacturing industry.

The institute wanted the new Government to reduce inflation, although it accepted that a mixture of policies could do that. Ot also wanted a change from direct to indirect taxes to restore incentives.

Mr. Leslie Tolley, chairman of the institute, said that manufacturing industry in Britain could not survive under the weight of import pressure.

"We must remember that if a national industrial machine loses its participation in the finished product, then it ultimately loses also its skills, its know-how and its ability to design and service until there is nothing left," he said.

"This inescapable fact is ignored by those who would have us believe that we can survive upon our advanced technical knowledge, on our services, or by moving up-market or supplying components."

Plea to save Corby by road improvements

FINANCIAL TIMES REPORTER

THE EAST Midlands economic planning council yesterday called for immediate improvements in the road system serving Corby, Northamptonshire, to help bring more industry to the town.

The ysay the proposed A1-M1 routes lining the East Midlands to the east coast will be too late to save the town from a serious economic decline. Unemployment is 7.3 per cent and more than 6,000 other jobs are threatened with the phasing out of steelmaking at the town's BSC plant.

Steelworkers at the plant said yesterday they will halt production this week if management does not agree to increase manning levels.

They have started restricting overtime to eight hours a man until more workers are taken on. The Iron and Steel Trades Confederation says too much overtime is being worked in a town which has nearly 3,000 people out of work.

CONTRACTS

£14.5m earthmoving for London and Northern

Earth-moving division of **LONDON AND NORTHERN GROUP**, consisting mainly of C. A. Blackwell (Contracts), Earlscolne, Essex, and Tractor Shovels (Contracts), Edinburgh, have been awarded contracts in excess of £10m, including the Pencoed to Stormy Down section of the M4 motorway; West Wylam reclamation scheme, Northumberland and preliminary site works at Torness nuclear power station. Another member of the group, A. Farquhar (Builders), has been awarded building contracts in the Aberdeen area totalling over £4.5m.

*

REDIFON SIMULATION, Crawley, Sussex, has been awarded a £5.5m contract for three Boeing aircraft training simulators by Aerolineas Argentinas, the Argentine national airline.

*

Den Danske Provinsbank A/S has placed a DKr 40m (£3.8m) order with **NCR** for an on-line network for the bank's four main offices and 155 branches throughout Denmark. The overall system includes two central Criterion 8570 computers and 450 terminal work stations.

*

The Robert Horne Group, supplier of paper and board to the printing industry, has ordered a **SPERRY UNIVAC** 1100/12 series computer system, valued at nearly £1m. Sperry Univac has also received a £250,000 order from Spillers for a V77/600 dual processor system, which will, initially, take over the order processing requirements of one of its operating groups.

*

The Post Office has placed a £1m contract with **GREENBAT** for new rolling stock for its London underground railway serving district sorting offices. The order comprises 34 automatic trains for the 6½ mile route. The present trains have covered 85m miles in the past 50 years.

*

Overseas and home contracts collectively worth over £300,000 have been awarded to **BRIMEC (UK)**, Bristol, specialist self-loading lorry builder. The export orders are from Germany, Holland and Australia, mostly for the new demountable system which can load at ground level and transfer bodies horizontally.

*

Air handling units for the new South of Scotland Electricity Board computer centre at Cathcart will be supplied by **VENTILATION EQUIPMENT AND CONDITIONING**, London. The 18 units will cost over £100,000.

*

Air suspension on a fleet of Shell road tankers is to be changed to rubber suspension to conform to European standards. The work, costing £200,000, will be carried out by **NORDE SUSPENSIONS**, Sywell, Northants.

Ladbroke buys 31 pubs for £3.1m

By Our Consumer Affairs Correspondent

THE LADBROKE Group's planned expansion into the public house trade went a step further yesterday with the acquisition, for 1.3m, of the 31 outlets owned by the R. V. Goodhew company.

Goodhew has 31 pubs, many with restaurants, in central London, the Home Counties and Yorkshire.

Mr. John Jarvis, chairman of the Ladbroke hotels division, said the takeover was "part of our planned expansion in the pub trade, which will be developed at a rapid pace."

Ladbroke already has 14 pubs, which it acquired when it took over the Leisure and General company. That encouraed Ladbroke to plan further takeovers of pub groups and Mr. Jarvis said offers of licensed premises were being evaluated.

But Ladbroke's acquisitions still represent only a tiny part of the pub trade, since the major brewers own nearly 51,000 (almost 70 per cent) public houses in the UK.

Meanwhile, the Belhaven brewery group yesterday sold its last remaining UK-managed hotel property. It announced the sale of the lease for 100,000, of the Metropolitan Hotel in Falkirk.

Household rates rise by double Shore's single-figure target

BY PAUL TAYLOR

HOUSEHOLD RATES in England and Wales are rising by an average of 19.2 per cent—virtually double the target set by Mr. Peter Shore, Environment Secretary. Fears about the final level of local authority wage settlements are responsible for the increases.

Figures produced by the Rating and Valuation Association yesterday — based on returns from 87 per cent of the 352 local authorities—show that only 7 per cent (26) have met the "single figure" target set by Mr. Shore when he announced the Government's 1979-80 rate support grant to local authorities in November.

That target was based on a 5 per cent increase in wages, prices increasing by 7.5 per cent and some local authorities drawing on their balances.

However, Mr. Ralph Egarr, president of the association, said local authority treasures had been forced to take a "cautious" look at anticipated expenditure in the light of pay settlements already reached.

The manual workers' 9.9 per cent wage award, with extra in August and next April from a comparability exercise, uncertainty about the levels of other settlements and interest rates have forced treasurers to build substantial contingency reserves into spending estimates.

Mr. Pter Shore: Rates have passed his single figure target set in November

Overall the level of rate increases reflects this approach and the rise in interest rates and anomalies in the grant distribution system have also had an effect.

Since an additional grant subsidy is paid to householders domestic rate increases, in percentage terms, are once again higher than commercial rate increases.

The association's figures show a large disparity between the rates bills in different types of authority and parts of the country. While in general terms rate rises in Wales are the highest in the country—reflecting a lower base level and higher Government subsidies—the average ratepayer in Wales pays 50 per cent less than a London ratepayer.

Tables produced by the association show some of these differences. Domestic rate increases, weighted for the number of households, have increased by between 0 per cent and 49.5 per cent in London boroughs, between 6.2 per cent and 41.8 per cent in the Metropolitan district, between 5 per cent. and 35.7 per cent in the non-Metropolitan districts and between 14.4 per cent and 60.6 per cent in Wales.

Commercial rates have increased by between 0 per cent and 35.4 per cent in London boroughs, between 4.9 per cent and 31.7 per cent in the Metropolitan districts, between 3.9 per cent and 27.1 per cent in the non-Metropolitan districts and between 8.9 per cent and 35.1 per cent in Wales.

General weighted averages are 19.4 per cent in London, 17.1 per cent in the Metropolitan districts, 19.0 per cent in the non-Metropolitan districts and 27.6 per cent in Wales.

Fifigures for the 56 Scottish rating areas show a similar pattern of rate increases, with more than half the areas increas domestic rates by between 11 per cent and 20 per cent.

While Mr. Egarr felt the increases were unlikely to lead to a general "rates revolt," the scale of the increases is bound to complicate the district council electionson May 3.

CTI-Dominion phases out NGC

NCG Conveyancing Guarantees, a sister company to CTI-Dominion Title Insurance, yesterday stopped accepting any conveyancing as part of a rationalisation process which will lay greater emphasis on marketing through House Ownership solicitors and other CTI-Dominion Guarantees.

CTI-Dominion has also announced that the premium rates for its House Ownership Guarantee have been reduced from £2.50 per £1,000 of valuation to £1 per £1,000 for registered domestic property, and £1.50 per £1,000 for unregistered property. The commercial and industrial property rate remains at £2.50 per £1,000.

NCB invests £36m in research

INVESTMENT in research and development by the National Coal Board will totak £36m in the present financial year (1979-80), Sir Derek Ezra, NCB chairman, said last night.

He said the investment, which includes contributions from the Department of Energy and the European Coal and Steel Community, "is now running at the highest ever level—over four times more than five years ago."

Projects include the development of automatic and remote controls for coal mining, and new technologies for processing coal "so that they will be ready to replace oil and natural gas supplies when they become scarce."

NCB scientists have already set up a pilot refinery producing oil, petrol and jet fuel, as well as raw materials for a range of chemical products.

UK NEWS

Attention moves from Sprinkel in battle to reopen Wheal Jane

News analysis—PAUL CHEESERIGHT looks at the *efforts being made to save the Cornish tin mine.*

THE MAIN focus of the attempt to save the failed Wheal Jane tin mine near Truro, in Cornwall, has shifted from Mr. Robert L. Sprinkel, the American entrepreneur, to the Government and Rio Tinto-Zinc, the UK's biggest mining group.

But it is clear that RTZ executives and officials from the Industry Department would not be sitting down to negotiate the apportionment of costs, for a new exploration programme at *the mine, had it not been for* Mr. Sprinkel. This meeting will *probably take place later in the* week.

Mr. Sprinkel became interested inthe mine last summer. It had closed in May when its owners, Consolidated Gold Fields, decided that there was too little tin, too much water, and what had always been a marginal operation could not be made to pay.

What finally induced Gold Fields to pull out was the closure of an adjacent mine, Cornwall Tin's Mount Wellington *operation. The two mines* were linked by a water problem *—both had to keep pumping,* and if one stopped the water level would rise in the other.

Gold Fields was not prepared *costs which would arise from* extra pumping, or indeed to pay *for extra pumps.*

The news of the mine closures, putting more than 700 people out of work in an area of high unemployment, was taken calmly by the Government at least until Mr. David Penhaligon, the Liberal MP for Truro, managed to turn the closures into a political issue by apparently invoking the Lib-Lab pact.

It became clear that Government *aid would be forthcoming* but that permanent losses would not be underwritten. This led to the breakdown of talks with *Gold Fields.*

Several companies were seen as potential lifesavers but they disappeared: Saint Piran, the majority owner of South Crofty, largest of the Cornish mines, and even Cornwall Tin.

At this stage *the name of* Sprinkel began to circulate in Cornwall. *Mining men knew* him for his work in putting together a package which was picked up by Dresser Industries and led to the reopening of a fluorspar mine in Derbyshire.

Armed with a technical report put together by Dr. Calvert *Armstrong of ACA Howe International,* the mining consultants, Mr. Sprinkel *put together* a team of advisers and came up with a plan to spend £8m on buying the mine, underground development with a resumption of production in the third quarter of 1979.

If he could obtain private sector support he could then go to the Government for the balance of the funds he needed. That at least was the plan, and to help him he enlisted W. I. *Carr, the City stockbrokers.*

Retrospectively, their *campain for support fell into two* phases.

Before Christmas they searched for City funds. They acknowledged that it was a high risk venture, but argued that the new Sprinkel management team could succeed where *Gold Fields* had failed because their *administrative structure* would be light. Further, by concentrating on underground development, they would be able to avoid the difficulty Gold Fields had faced of intermittent flows of ore to the plant.

The City held back. There is no *great understanding* of mining ventures among the *institutions,* and no tradition of investment in what Canadians call junior mining companies. It, therefore, became obvious that Mr. Sprinkel would have to change tack. Only if he could ally himself with a major mining house would he be able to attract City funds.

The Government, paying out £20,000 a week to keep the Wheal Jane pumps going, took much the same attitude. So the second *phase started in the* New Year when the search *started for mining company* technical and financial support.

The alliance with RTZ was the end of that search, but what is not obvious is the *strength* of the RTZ *commitment.* The group sees an exploration pro*gramme* lasting 16 months, but it has not stated how much it *is prepared* to spend on it, or how much it is seeking from the Government.

The minimum it would presumably expect is the 35 per cent contribution permitted under the Mineral Exploration and Investment Grants Act 1972. But if the question of a future operation arises—and RTZ is likely to want this settled before it goes down to Cornwall—then the Government will no doubt be asked to agree *on meeting* a significant part of the costs of a *development plan.*

It has been suggested in the past that the Government would be prepared to provide a package of *Industry Act funds* and loans of up to £4m.

Certainly the initiative has now passed from Mr. Sprinkel's hands for the time being and he must now be wondering whether *he is to be cast in the role of* joint venturer, managing a project with RTZ in the background, or of subordinate in an operation run from London.

It is too early to tell—the *exploration must* be done first—but the history of Cornish tin *mining this century suggests* that success comes to those who run their operations locally. And RTZ is a highly developed group.

Press Council critics launch reform group

A NEW body highly critical of the Press Council and anxious to see it reformed has been launched. The group criticises the council's composition, workrate and adjudications.

The Council to Reform the Press Council, is sponsored by *Lord Avebury,* Mr. Jacob Ecclestone, a member of the Press Council, Mr. Max Madden, a journalist MP, Mr. Denis MacShane, president of the National Union of Journalists, Mr. Bruce Page and Professor Laurie Taylor of York University.

It says that lay representa*tives (half the Press Council's* membership) are "chosen by an *appointments panel which is* itself chosen by the Press *Council—a circle of patronage* which would have found itself *at home in the 18th century.*"

The reform group complains that the *Press Council has failed* to put into practice recommen*dations made by the 1977 Royal* Commission on the Press.

Camus cognac brands to be sold in Britain

FINANCIAL TIMES REPORTER

The French cognac producer, Camus, is to sell two brands in the UK. E. D. & F. Man (Victuals), the commodity broking group, has been appointed its UK agents.

Camus, which claims to be the fifth biggest cognac producer in the world, is offering Celebration and the top quality Napoleon cognac.

E. D. & F. Man was previously sole broker for the supply of rum to the Royal Navy from 1978 until the traditional "tot" was stopped in the early 1970s.

Scottish new town wins £5.9m EEC bank loan

A LOAN *equivalent to £5.9m has* been granted by the European *Investment Bank,* the Community's long-term finance *institution,* for road, water supply and drainage development in Livingston new town, Scotland.

The loan has been made to the Lothian Regional Council for 15 years at 9.5 per cent and will cover about half of the expected cost.

Development at Livingston—one of five "new towns" in Scotland built as economic growth centres and to take population overspill from congested city areas—first began in *the early 1960s. Today its* population is about 35,000 and nearly 10,000 jobs have been created.

Joggers risk injury

NEARLY TWO joggers out of three in Britain might be injured before the year is out, according to figures from Mr. Colin Dove of the General Council and Register of Osteopaths.

Injuries to the knee, achilles tendon, shin, ankle and heel are the most common.

Lancet disputes jobless link with death

By David Fishlock, Science Editor

RECENT CLAIMS that rising unemployment causes a sharp increase in the number of deaths have not been proved, according to a leading article in The Lancet.

The medical journal suggests that more needs to be learned *about how people respond to unemployment* — whether, for *instance,* it makes *them smoke* or drink more and points out *that periods of rapid economic* growth have also been asso*ciated with a rise in mortality* rates.

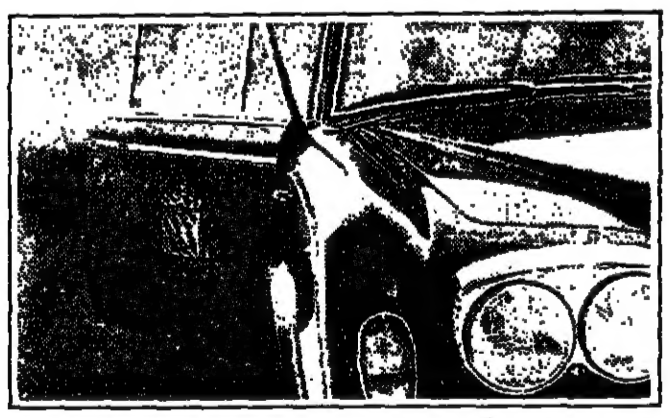
Dr. Harvey Brenner of the Johns Hopkins School of Hygiene and Public Health in New York has suggested that a 1 per cent rise in unemployment, sustained for six years, could bring about 36,890 extra deaths in the U.S. and an increase in mental illness and crime.

600 Group in new U.S. sales venture

A JOINT distribution company based in Elgin, Illinois, has been *set up by The 600 Group of the* UK and the Clausing Corporation.

Sir Jack Wellings, chairman *of The 600 Group, said* Clausing's financial contribution to the project was "substantial."

One of Clausing's greatest *successes,* so far as the UK is concerned, has been the marketing *of The 600 Group's* Colchester lathes. About 270 *are now being produced a week.* The link with Clausing is expected to strengthen The 600 Group's sales drive, later this year, for a new range of numerically controlled machine tools.



PERSONAL

Rees outlines security changes

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

TIGHTER SECURITY arrangements for Parliament and for the conduct of the general election were announced in the Commons yesterday, following the assassination on Friday of Mr. Airey Neave.

Mr. Merlyn Rees, the Home Secretary, told MPs that the IRA would not achive its aim of disrupting the election campaign by the use of terror.

"Their objective and that of others who may be involved is both vicious and divisive, but they and their supporters should know that they will not succeed," he said.

"People who believe that they can change policy by the bomb and the bullet are elitists of the worst sort who think they know better than the electorate.

"It is the electorae who eventually decide—and that is what we are about now."

He also strongly denied newspaper reports that the Metropolitan Police had been sent a new list of IRA targets by the Royal Ulster Constabulary but had failed to act upon it.

The Speaker, *Mr. George Thomas*, announced that he had approved a list of recommendations for tighter security at Westminster which had been submitted by the joint committee on security representing the Lords and Commons.

The historic Westminster Hall, which attracts hundreds of tourists daily, will be closed to the public. The line of route which visitors follow through the corridors and the chambers of the Lords and Commons on morning tours will be suspended.

This means, in effect, that the majority of tourists will be banned although the public will still be allowed in to the galleriea of both chambers.

MPs will be able to take round parties of up to six people and invited visitors will still be allowed in to attend social functions.

As a further precaution, visitors will have to come in through the main St Stephen's entrance. Police will be issuing advice to MPs on security precautions while the joint committee will be considering a detailed report on Friday's explosion and its implications to security.

Following the Speaker's statement Mr. Rees told the House that general and specific protective measures had been enhanced by the police as a result of Friday's tragedy.

They were in touch with those MPs who were particularly at risk but, for security reasons, he was not prepared to give further details on this.

Earlier in the day, he held a meeting with organisers from the main political parties to discuss the protection of party leaders, candidates and the public during the election campaign.

As a result, all candidates and agents would be receiving police guidance on security.

The necessary precautions were a matter for Chief Officers of police but the Home Secretary emphasised that everyone concerned in the election must show increased vigilance.

The Home Secretary dismissed as "unsubstantiated and mischievous rumours" reports that the police in Northern Ireland were in possession two weeks ago of a new list of IRA targets and that they passed it on to the Metropolitan Police who failed to act upon it.

"I want to make plain to the House that this is untrue," he said.

The Chief Constable of the RUC had seen the newspaper reports and had confirmed that no such "death list" had been in their possession.

The Home Secretary's remarks about security were endorsed by **Mr. David Howell**, the Conservative home affairs spokesman, who agreed that nothing the terrorists could do should be allowed to interfere with the democratic operation of the election.

Mr. Eldon Griffiths (C., Bury St. Edmunds), the Commons representative on the Police Federation, said there were fears about the potential danger from guided missiles.

These might fall into the hands of terrorists who might have obtained them from the NATO or Warsaw Pact forces.

He also urged the Home Secretary to make sure there were sufficient trained staff available to the various specialised and armed squads of the Metropolitan Police.

Mr. John Biggs-Davison, until recently the deputy Conservative spokesman on Ulster, emphasised the importance of continued close contact with the government of Eire on security.

The subject of capital punishment was raised by **Mr. John Stokes** (C., Halesowen and Stourbridge). He wanted an assurance that punishment for convicted terrorists was a sufficient deterrent. Life sentences did not always last for life.

Mr. Clement Freud, the Liberal spokesman on Northern Ireland, was admonished by the Speaker whe nhe complained of the "discourtesy" of Commons securit ystaff who had not informed him that a weekend lunch for some of his constituents at the Commons had been cancelled.

Mr. Freud also complained that yesterday his car had been examined by a security man with a lighted cigarette in his mouth. Such "panic measures" did not help, he maintained.

But the Speaker intervened to say that he deprecated remarks about the security staff, who were doing a superb job. He warned Mr. Freud that he was "misjudging the atmosphere of the whole House."

Airey Neave tributes

THE Prime Minister vowed yesterday that Airey Neave's killers would not deflect Britain's endeavours to secure peace for Ulster.

Mr. Callaghan said in his tribute to the shadow Northern Ireland Secretary, who was murdered on Friday: "Nothing that has happened must be allowed to deflect any of us . . . from endeavouring to secure peace and justice for all the people of Northern Ireland."

Mrs. Thatcher, a close friend of Mar. Neave, told MPs of her "grief and horror at the contemptible assassination."

"We don't expect these things to happen in this country, but somehow, they have happened here," she said.

Mrs. Thatcher said that it was partly because of men like Mr. Neave that MPs met to assemble in the Commons for free debate. "Tragically, he fell victim to a group of people who, because they were unable to conquer men's hearts and minds by persuasion, turned to killing and murder."

Mrs. Thatcher declared: "We condemn them with all the power and strength at our command."

The Prime Minister said he wanted to associate the Government and all MPs with Mrs. Thatcher's statement about "this tragic, violent and dispicable murder."

"Mrs. Neave and her family have the profound sympathy of all of us and we trust she will gain strength to uphold her in what will undoubtedly be a difficult passage for her," he said.

He also expressed sympathy to Mrs. Thatcher and shadow ministers who had lost "a valued and esteemed colleague."

"I share with her the view that nothing that has happened must be allowed to deflect any of us—after this violent and evil happening—from endeavouring to secure peace and justice for the people of Northern Ireland."

In the Lords, the Lord Chancellor, Lord Elywn-Jones, said Mr. Neave was a great Englishman whose war experiences had made him a determined and uncompromising opponent.

Sir Alfred Broughton dies, 76

By Philip Rawstorne

SIR Alfred Broughton, the Labour MP whose absence through illness was a critical factor in the Government's defeat last week in the Commons confidence vote, died yesterday.

Though Sir Alfred's vote would have saved the Government, Labour leaders decided that he was too ill to attend the Commons.

Sir Alfred, who was knighted in 1969, had been MP for Batley and Morley since winning the Yorkshire seat in a by-election in 1949. He was 76.

A physician, he worked in London hospitals before opening a medical practice in Batley in the 1930's. After wartime service in the RAFVR, he continued to practise medicine until he entered politics.

Sir Alfred had been a member of Batley borough council and was a freeman of the town.

At Westminster, Sir Alfred was a Labour whip from 1959-1964. From 1964-76 he was a member of hte Speaker's panel from which the chairmen of Commons committees are appointed.

He had been treasurer of the Commonwealth Parliamentary Association and, during the 1950's, was a member of delegations to the Council of Europe and Western European Union.

Varley confirms £150m booster for BL

BY IVOR OWEN

THE National Enterprise Board will provide £150m in new equity funds to help meet BL's financial requirements in 1979, Mr. Eric Varley, the Industry Secretary, confirmed in the Commons yesterday.

When questioned about the report in the Financial Times on Monday that BL is engaged in talks with a Japanese company about collaboration on car assembly in the UK he made it clear that, in the last analysis, it will be for the NEB and the Government to approve any joint ventures.

Mr. Varley emphasised that, in the first instance, it would be for BL—formerly British Leyland — to judge which foreign companies and which projects offered the best opportunities for mutually beneficial collaborative arrangements.

He pointed out that the NEB was aware of BL's wish to establihs co-operative ventures and indicated that the Government shared the company's objectives.

Mr. Hal Miller (C. Bromsgrove and Redditch) suggested that any collaborative arrangements between BL and the Japanese company should be subject to approval by the House of Commons, in view of the extent of public funds involved.

The Industry Secretary was joined by his junior ministers in staging an extended dress rehearsal of the tactics to be employed by Labour during the general election campaign in challenging Conservative leaders to make it clear whether they proposed to abolish the National Enterprise Board.

Mr. Varley, who has repeatedly underlined the extent to which BL's future is dependent on the NEB, contended that aboliton was official Conservative policy.

With Labour backbenchers providing abundant cues he pointed out that BL employs 200,000 people directly and probably provides jobs for twice as many more in allied industries.

Sir Keith Joseph, the shadow industry minisetr, confined himself to asking Mr. Varley to recall hte emphasis which ministerial statements had repeatedly placed on the fact that further cashr for BL from the taxpayer must be dependent on rising output per man and rising market share.

"Have output and market share improved?" he demanded.

Mr. Varley replied that BL's performance had improved over the last 12 months.

But the future prospects of the company did depend on improving performance and continuity in production.

He thought that the Midlands and other areas would take note of the fact that Sir Keith had no confirmed that a Conservative Government would continue to support BL.

Mr. David Crouch (C., Canterbury) called for a definitive statement of Government policy. More than £600m of taxpayers' money had already ben advanced to BL and now a further £150m was to be provided.

What limit was the Government prepared to impose on the investment of money in BL?

Mr. Varley maintained that the Government's policy was clear. The establishment of the NEB was one of the most hopeful innovations since the war and Labour wanted it to continue.

There were cries of "Oh" from the Government benches when Mr. Nicholas Budgen (C Wolverhampton SW) urged ministers to tell the chairman of the NEB that no new investment should be made, apart from meeting the immediate needs of BL and Rolls Royce, until the outcome of the general election was known.

Mr. Gerald Kaufman, Industry Minister, refused to give such an undertaking but promised to tell the thousands of workers employed by Fairey Engineering, ICL and Ferranti, who knew that their jobs were safeguarded by the NEB, that their position would be in jeopardy in the event of a Conservative Government being elected.

On the same theme, Mr. Leslie Huckfield, Industry Undersecretary, underlined the fact that a total of 350,000 workers were employed by NEB companies.

Liberals seek to put back local elections

LIBERALS in the Commons yesterday tried to postpone the district council elections which the Government plans to hold on the same day as the General Election.

A proposal to put off the town hall elections from May 3 was moved by Mr. Stephen Ross (Lib., Isle of Wight).

MPs were debating the Representation of the People Bill which was being sped through the Commons to allow both sets of elections to be held on the same day.

But the measure does provide for the postponement for three weeks of parish and community council elections.

Mr. Ross said all agreed that the General Election was very important.

"But the integrity of the district elections must also be maintained, and this could surely be achieved by having them on a different date. We suggest a postponement of three weeks."

He believed the way in which the Bill had been introduced was "a thorough disgrace." It had been introduced only because the Labour Government believed it would get them a bigger vote.

The Bill made no mention of any compensation to parish councils—many of which had spent considerable sums on mounting elections campaigns, only to find there were now postponed.

Mr. Ross said that in his own constitutency the Bembridge Parish Council had been trying to get people involved in parish affairs only to fin dthat their efforts towards May 3 had been thwarted.

"Are we going to compensate these people who work on shoestring budgets for the expense of the material they have already produced?" he asked.

Mr. Merlyn Rees, Home Secretary, said the Bill was "a bridging operation" to ensure that the elections were conducted in the most simple and straightforward way possible.

The measure provides for polling booths for both elections to beo n the same premises, and open from 7 a.m. to 10 p.m. on May 3. It also lays down that ballot papers must state in bold type the election to which it refers, and the number of candidates for whom the elector may vote.

The district election ballot paper would be in a different colour—"election grey" which would be easily distinguishable—even by the colour-blind, said Mr. Rees.

Mr. Rees said he had considered having the district ballot papers on pink, red, blue or orange paper, but he thought there might be criticism that those colours represented political parties.

No difficulty about ballot boxes was expected. There would be one for every 1,500 electors, and arrangements had been made for sufficient to be available in the right places.

All ballot papers would be sent to the parliamentary count, where they would be separated, and the Westminster count would start.

Mr. David Howell (C., Guildford) said there were considerable problems in making the Bill work and of ensuring a smooth and efficient operation on election day.

"This Bill is not of our choice. We would have preferred a General Election on April 26. I always welcome any measure which ensures a high turnout, but if it is to be at the cost of real electoral confusion that is a very high price to pay in a democracy.

"It would be entirely characteristic of this Government to bow out in a glorious Home Office muddle."

The biggest worry was over the single ballot box and counting the two voting slips. There could be difficulties between the grey and white ballot papers. In the tension and pressure of election night there could be real difficulty in sorting the papers.

Mr. Howell said there should be a postponement of the district council elections because there was a serious prospect of disorder.

In a reference to the murder of Mr. Airey Neave on Friday, Mr. Howell said: "We are determined to protect the conruct of this election against all threats of terror and violence. We shall see there is no question of terrorism interrupting the orderly conduct of this election."

Whale of a campaign problem

LABOUR MP Mr. Ted Bishop has run up against some unexpected opposition in his bid to keep his Parliamentary seat at the coming general election.

Over the weekend, hundreds of fly posters appeared around the Nottinghamshire constituency of Newark, which Mr. Bishop has represented at Westminster for 14 years.

The posters declared: "Last year, Ted Bishop killed hundreds of whales." They urged voters to tell their MP they will not vote for him unless he undertakes to halt UK imports of sperm whale oil.

As Minister of State at the Ministry of Agriculture and Fisheries, Mr. Bishop is responsible for controlling imports of whale products.

The posters are the work of the Newark Whale Action Group, which is associated with the Friends of the Earth conservation organisation.

The group has also delivered 3,000 leaflets expressing the same sentiments to Newark constituents.

Miss Florence Price, Mr. Bishop's election agent, said yesterday that she had warned the group that by effectively campaigning against Mr. Bishop they could be contravening electoral law.

If they did not remove the posters, police and the local returning officer would be informed, she declared.

"Only official election agents are legally entitled to spend money on an election campaign," Miss Price said.

But Mr. Tony Marson, of the East Midlands branch of the Friends of the Earth, said there was no question of the posters being taken down. He added that a further 37,000 leaflets would be deilevered. "We are not trying to lose the seat for Mr. Bishop," he said. "We are simply trying to save the whales."

At Westminster yesterday, Mr. Bishop said he was saddened that the conservationists had launched this attack.

"I thought I had quite a good relationship with the Friends of the Earth," he said.

Move to delay trial

AN APPLICATION is to be made in the High Court today to change the date of trial of **Mr. Jeremy Thorpe**, the former Liberal leader.

The application is to be before the Lord Chief Justice, Lord Widgery, at 2 pm, it was officially stated at the Old Bailey.

Mr. Thorpe and others are due to stand trial at the Old Bailey on April 30 on a charge of conspiracy to murder.

After the announcement that the general election will be on May 3, Mr. Thorpe's solicitors said they would seek an adjournment of the trial so that Mr. Thorpe could stand for re-election.

The application was delayed until after the North Devon Constituency Liberal Association had decided that it wanted to re-adopt Mr. Thorpe as its candidate.

Civil service pickets stop Michael Foot outside the Cabinet Office, Whitehall

BSC lost £50m in January

BY IVOR OWEN

THE BRITISH Steel Corporation is estimated to have lost £50m in January as a result of the road and rail disputes and the bad weather.

But the Government is still holding to its forecast that much of the fall in the level of manufacturing production in January will be made up in the next few months.

This was emphasised by **Mr. Alan Williams**, Industry Minister, in the Commons yesterday when he rejected claims by Conservative MPs that the loss of manufacturing production in January exceeded that which occurred under the Heath Government during the three-day week in 1974.

He stated that the provisional estimate of the index of production in January was 94.9 based on 1975 equalling 100. The corresponding figure for January 1974 was 101.8.

But the Minister's assertion that the lost production would be made up in the next few months, while the shortages arising from the three-day week had extended over the following two years, was dismissed as "not true" by **Mr. Tony Durant** (C. Reading North).

Mr. Kenneth Clarke, a Conservative industry spokesman, insisted that between the autumn of 1973 and the autumn of 1978 the level of manufacturing production had fallen by 6 per cent.

This showed that the Government's so-called industrial strategy had failed.

Mr. Eric Varley, Industry Secretary, told MPs that the Government was looking very closely at the provision of coking coal for BSC. He hoped that an early announcement would be made on the coal imports.

Grunwick damages

GRUNWICK Processing Laboratories and its managing director, **Mr. George Ward**, yesterday accepted "substantial" damages and costs in settlement of a High Court libel action in London over a newspaper article which alleged the company had been unfair to its employees.

The company and Mr. Ward had sued **Mr. Kevin Macnamara** (Lab., Hull Central) who wrote the article; The Catholic Herald, who published it, and Mr. Richard Dowden, the paper's editor.

Mr. Richard Hartley, QC, for the plaintiffs, told Mr. Justice Forbes that the Catholic Herald article on August 3, 1977, purported to describe conditions at Grunwick's two factories in north-west London.

It was stated that the company had behaved in an unfair and harsh way towards its employees and that it was paying them low wages.

These statements were totally unfounded and were a serious reflection on the moral and business practices of the company and Mr. Ward.

"There is, and has been, no exploitation of the company's employees," said counsel.

"The defendants ackowledge the lack of foundation for the allegations, withdraw the statements without reservation and express their regret publicly for the serious libels for which they were responsible."

Jobs cost queried

THERE ARE no wabout 3,000 "quango" jobs, the House of Lords was told last night.

Lord Peart, the Leader of the House, said the total was "not far off" this figure.

The Earl of Lauderdale (C.), had referred to news paper reports of a study by Philip Hol land, Tory MP for Carlton.

Mr. Holland identified 3,068 quangos — "Quasi-Autonomous National Government Organisations"—either wholly or partly made up of Government appointees.

Several peers urged the Government to check on the cost of "quangos."

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

● CORROSION PREVENTION

Protects against salt-laden air

FIVE YEARS of tests on an aircraft have shown how a paint *primer and sealant could double* the life of corrosion-prone structures and articles, including vehicle bodies, exposed to the sea air, according to the *scientist who has conducted* the work.

Dr. Robert N. Miller of Lockheed-Georgia Company, estimates it would cost about £25 to apply the new chromate inhibited polysulphide to the underbody of cars and effectively double their life.

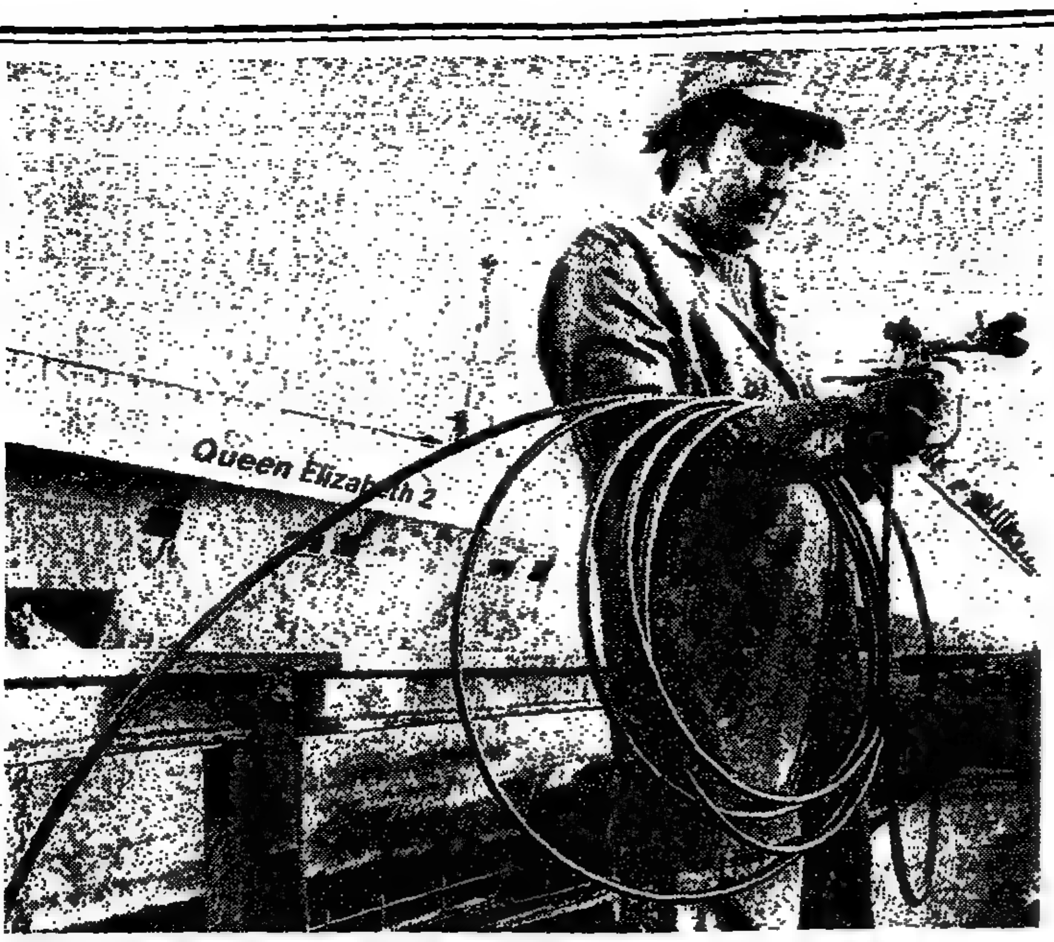
In 1973 the sealant and primer was applied to six test areas of a C-130 Hercules transport. It was used as an intermediate coat between an epoxy polyamide primer and a polyurethane top-coat.

The aircraft then went off to operate normally from bases in Hawaii and the Philippines close *to the sea. Now, five years later,* the areas have been stripped and the metal surfaces are in excellent condition. There is no trace of exfoliation corrosion *around the rivet holes where the* first signs usually appear, Dr. Miller has disclosed.

In earlier tests with the same polysulphide on B-52 aircraft *normally flying high and away* from the salt sea air, the U.S. Air Force found that it almost doubled the life of the planes' paint.

Generally, aircraft are repainted every two to two-and-a-half years to prevent chips and scratches they suffer causing corrosion.

Lockheed Georgia Company, Marietta, Ga 30063, U.S.



During the last refit of the QE2, the whole of the liner's underwater surface, or some 12,000 square metres, was gritblasted, followed by the application of eight coats of paint using Nylaflow 204 bonded lightweight hose, by International Marine Contractors, a division of International Paints. Some 250 ft of hose was used on each of eight pumps and the Nylaflow 204 was supplied as bulk hose in coils by Polypenco and made up into lengths as required on site. This hose was used because of its light weight, which enables the operator to work at greater distances from the pump and at heights of 90 ft or more. Polypenco on 07073 21221.

● SECURITY

False alarm filter

RIPPLE MEMORY developed by Notecalm of Bedford, will *very sharply reduce false alarm* calls which, according to statistics from police and insurance companies, account for some 95 per cent of call-outs with *general alarm systems.*

Notecalm DT2 is designed to sense intruders and vandals on *the outside of property and* prevent entry—the attendant damage can be the major cost of a break-in even if little of value is actually taken. The portable unit *contains a high* output (101 d B) alarm to sound for up to four minutes, two 150 *watt* floodlights and standby batteries, and will protect up to 15,000 sq. ft.

It works on an acoustic principle, sensing intruder noises in the area *it is protecting, where*as most other alarms in this price bracket detect either movement or heat and are easy to trigger accidentally. Sensitivity can be set to different levels to take account of the *surrounding environment, for* example high for a quiet room in a hospital where there should be little background noise, but lower for a retail shop on a busy *main road.*

Ripple memory (for which patents are pending) ensures that only a sustained attack on the premises, or a deliberate entry attempt, such as that causing shattering glass or splintering wood, will trigger the alarm *mechanism. Batteries contained* within the unit provide a standby power source for up to 48 hours int he event of a mains failure or cut lines.

The alarm has facilities for remote arming and disarming activation of ancillary equip*ment, connection to existing* systems and charging of external equipment.

Notecalm, 4 Ashburnham Road, Bedford. Bedford 0234 64059.

Foils the shopbreaker

LATEST OFFERING from Chubb Alarms, 42 Hersham Road, Walton - on - Thames, Surrey KT12 1RY (09322 43851) is aimed particularly at small business premises and can be installed *for £350 with* an annual £65 comprehensive maintenance contract.

Heart of the system is a short-range movement detector suitable for enclosed areas such *as offices, shops and lock-ups.* Neat and unobtrusive, it works on the Doppler principle and uses ultrasound projection.

● SAFETY

Protects a lengthy structure

ACCEPTANCE TESTS have been concluded of a linear fire detection *system* for the protection of some of the high risk areas in the intersecting storage rings complex at the European Centre for Nuclear Research in Geneva.

Designed and manufactured in Britain by Alarmline of Hythe, Southampton, the system protects power and control cables feeding into the complex, some *of which are exposed to* moderate levels of radiation.

Alarmline equipment is based on a *heat sensor cable, less than* 3 mm in diameter, in which temperature changes produce *variations in electrical charac*teristics that are constantly monitored within the associated control equipment. Being part of an analogue system the sensor is equally capable of detecting a local hot spot or a lower rise in temperature over *a length of up to 200 metres;* it will recover to an alert condition after an alarm, provided it is not heated to destruction. In destruction it will ultimately fail, always to an alarm state.

At CERN, *Alarmline has been* used to protect power and control cables to one of the experimental magnets and the "Low Beta Insertion" operating at surface temperatures of between *45 degrees C-60 degrees C. Here* the prime function is to detect cable overheating and Alarm*line sensor has therefore been* mounted in zig-zag formation in direct contact with the cables.

Alarmline, Hythe, Southampton, SO4 6YE. 0703845565.

Pads made safer to land on

OUR Oslo *Correspondent* reports that Safedec, a helicopter deck for oil platforms with a *built-in firefighting* system, has been put on the market by a Norwegian group—Oil Industry Services of Kristiansand.

The deck's firefighting device is the *invention of a Norwegian* helicopter pilot, and consists of a network of pipes, which can *foamcoat the* deck in less than a minute. Over this network is a grating, designed to take the weight of the heaviest helicopter which will hold the foam in place, even in a high wind.

*In addition, the grating fur*ther restricts the supply of oxygen to the fire, helping to smother it quickly. The company claims its system reduces flame heights *by from 70 to 90* per cent, compared with conventional decks.

Helicopters operating in off*shore shuttle traffic must carry* enough fuel to take them back to the nearest on-shore base. If a helicopter crashes on an oil platform, this reserve fuel *can* be ignited, flooding the deck with burning petrol, and hampering rescue and fire-fighting.

"Safedeck," it is claimed, would almost immediately *extinguish the fire on the deck* itself, allowing firefighting personnel to concentrate on putting *out* the blaze in or on the helicopter and evacuating its passengers and crew.

*The grating is non-slip, allow*ing personnel to cross safely. Its high-friction surface helps *hold the helicopter in place,* thus eliminating the need for *rope landing-nets.* In the event of a platform fire, or blowout, the "Safedeck" system can be used to *cool down the deck,* simply by pumping water through it. This could be vital, if evacuation of the platform became necessary.

● DATA PROCESSING

Corporate planner

WHILE ADMITTING that its newly offered computer-based corporate planning system, Simplan, joins a UK market list of about three dozen others, Lowndes-Ajax believes that it *has a good deal of additional* credibility stemming from the impeccable design source.

Simplan was designed in the U.S.—where there is in any case much more use of this sort of system—by Social Systems Inc., mentors and directors of which *are Professors Shubik* and Naylor of Yale and Duke Universities respectively.

Shubik is accredited with the development, at IBM some 20 years ago, of the first computer-based planning model for business organisations. Naylor *has written 12 books* on the subject in general.

To market Simplan in Western Europe and Africa a *new company*, Social Systems International, has been formed by the U.S. principal and Lowndes - Ajax Computer *Service, the former* having the controlling interest.

Marketing will be in two main areas: to the large *user who will* install Simplan on his own machine (IBM, Amdahl and *Itel); and to the* bureau which wants to offer the system to its "financial" clients.

Simplans description gives it very wide ranging abilities from strategic, tactical and operational planning to econometric modelling and including such *facilities as cash management,* financial forecasting, profit planning, budgeting, sales forecasting and capital investment evaluation.

Hands-off computing

AN UNUSUAL *kind of service* offered by GSi UK, 83 Clerkenwell Road, London EC1R 5HP *(01-242 0747),* will enable organisations planning to decentralise their data processing activities to put a machine under *their own local control* and still have the benefits of using a service organisation.

First offering will be the DEC 2020 which GSi will install on the user's premises in whatever combination of hardware and software is required.

The company's aim is to pro*vide easily-used systems for users who "don't* have to be and don't want to be data processing professionals."

Such "*local" systems will be* able to integrate with other local centres or national centres *run by GSi* and in turn with the company's interactive network or with the user's own mainframes.

A full range of systems and services will be available to *local users including specialist* and financial routines, and specialist support executives will be allocated to the local *site.*

Recognition for systems house

GAMMA Associates, computer systems house, has been made a "major account" by the Digital Equipment Corporation. This move follows Gamma's *sales success* with DEC systems in recent years, during which time the company has become that *organisation's* largest commercial systems OEM in the world.

Under the agreement, which covers sales on a multi-national basis, Gamma plans to sell over £15m of DEC products, including large systems and VAX machines, during a three-year period.

Besides a commitment from Gamma to purchase many machines, the major account agreement calls for DEC to provide international specialist support on a *number* of products. DEC will also form a major account team to handle Gamma.

Gamma is at Newland House, Mount Street, Nottingham NG1 6GN. 0602 412900.

Burroughs in network advance

ANNOUNCED a few months ago, Burroughs Network Architecture (BNA) is making rapid progress and already can be used on medium and large machines to simplify the task of machine-to-machine com*munication and operation of* shared terminal devices from one or several computers which *may be located at distant points.*

It attempts to draw from the extensive experience of many large users, who have pioneered some of the biggest networks set up for defence or banking, and at the same time bring in the latest available technology to prevent work now in progress from rapid obsolescence.

The end-product is expected to be far greater ease of communication for users throughout a company or an organisation through *systems to which* a hitherto impossible degree of flexibility has been provided.

That means users will be able to call up equipment working to a central processor at another site, just as if it was in the local computer room, without affect*ing operations at distant points.* Advantages of working in this way across several time zones *are obvious.* But establishing the communications and control protocols is a complex task, particularly as they have to provide at all times for a *system that is easily* altered or added to.

Because of work carried out by some of the company's largest users, it has been pos*sible for some time for two or* more computers to share a common database and extract information from it for further processing within one or other *of the sharing systems.* Global memory, more recently introduced, will help in the breaking *down of complex tasks* so that they can be shared between several computer systems—one of the more daunting jobs for any computer system.

Further *informationon* from Burroughs at Heathrow House, Cranford, Hounslow, Middx. TW5 9QL.

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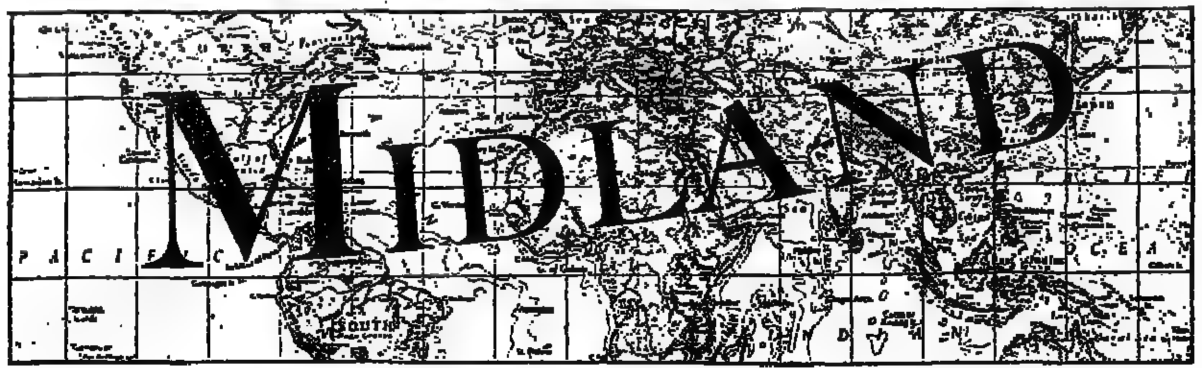

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THE JOBS COLUMN

Professional to manage surprising growth

BY MICHAEL DIXON

"WE HAVE been asked to find the chief executive of a growing organisation," punned Peter Giblin, *of international headhunters* Russell Reynolds Associates. The *family-owned* would-be employer designs, develops, markets, builds and runs on behalf of customers highly technological systems for farming both livestock and crops.

The pun completed, Mr. Giblin produced a surprise. The job was in Saudi Arabia, he added. No joke. Although the group originated in the British Isles, *it now draws by far the* major part of what I am told is *about a £20m turnover from* farming in the desert or, in its own terms, the semi-arid regions of the world where it apparently foresees the bulk of its future expansion also.
2NC

Russell Reynolds may not name the company (and therefore promises that any applicant who so requests will not be identified to the employer until permission is given later).

From another source, however, I gather that even though *farming in areas of the desert-*kind requires large capital outlay, *this particular group calcu*lates that farming by its systems *enables* project capital to be written off over six years or so.

The associated farms in Saudi Arabia have already brought more than 600 hectares of virgin desert under intensive cultivation of forage crops, at yields which are reckoned capable of supporting 10 cows a hectare. The cattle population is scheduled to total *3,300 at the end* of this year and 6,000 in 1982, *and the milk-production* target on established farms is 6,000 litres—or about £2,700 a year at present wholesale prices—for each cow, without taking account of the animals' sales value.

The entrepreneurial and technical forces of the business will continue to be *the main* concern of the founders. So the *main task of the new chief* executive at the Riadh base will *be to develop fully professional* management systems throughout the group, which currently employs about 250 people, some three quarters of them from the original home country.

Planning on a three- to five-year basis is likely to be among the managerial disciplines to be established in the business, which has divisions dealing respectively with the *farming* operations, technical services *and equipment*, marketing *of* new farm "packages," con*struction* and procurement, and a financial section under a chief accountant.

The prime need here is for someone who is enough of a professional to establish the managerial case effectively with the two founders who, I hear, are strong characters. Candidates must be experienced in general management and *have* particular strength on the com*mercial* and marketing sides. They could already be running a biggish division or the number two decision-maker therein, and the best background would probably be a group such as Unigate, Express Dairies, Cadbury Schweppes and suchlike, or a successful *farmers' co-operative.*

The desired age range is *about 35-45 and, in spite of the* particular forbearance required *of women in Saudi Arabia, a* married man would be preferred. High-standard family accommodation is promised, I gather free of charge, and the other perks include a chauffeur-driven car.

Salary is not specified which, since I am hardly familiar with Saudi Arabia, makes me more than usually conjectural in producing the "guesstimate" required by hallowed Jobs *Column traditions*. Even given that the pay will be tax-free —for a recruit of United Kingdom origin, at least—I feel that the group will have to be prepared to pay upwards of £30,000, plus a bonus.

Another thing which needs emphasising is that Peter Giblin is not interested in candidates attracted purely by the prospect of bearing a few years in Saudi Arabia and with a handsome capital sum in pocket then shak*ing the sand off their sandals.* Applicants must be prepared to "live" the chief executive's job just as they would if it were based in some utterly desirable place such as Paris or my birthplace, Dukinfield in Cheshire.

Such people should write including career details to Mr. Giblin at 1 Mount Street, London W1Y 5AA, telex 8812021.

There again

WHILE we are still in Saudi Arabia, although now in the industrial region of Eastern Province, Brian Saltzer of West One Selection is seeking a general manager for a business providing large-scale inspection and quality-control services to *petrochemical and associated contractors.*

Although he may not name the employer (the guarantee to honour requests for non-identification applies, as in all such cases), *the job's responsibility* is to the engineering vice-president of the U.K. subsidiary of a United States group. From the Eastern Province base, the newcomer will take charge of work —mainly non-destructive testing of pipeline complexes—also throughout the Gulf States.

An engineering qualification is desired, *but most important* is experience of managing *major contracts* in Saudi Arabia. The general manager's workforce, by the way, is of mixed nationality and includes several expatriates.

Given such experience, candi*dates could* come from anywhere. Salary in UK terms £20,000 tax-free plus yearly bonus as part of annually renewable contract. Free accommodation—married candidates again preferred. Car and other expatriate perks. Written applications to Mr. Saltzer at 61 Berners Street, London *W1P* 3AE, telex 28604 ref. 3013 Telephone inquiries to *01-636 8791.*

Everywhere else

WHILE we are still with the petrochemicals area, Brian Saltzer is also seeking a qualified engineer to work from London as a business development manager covering all parts of the world except the Middle East. The business to be acquired is specifically construction-only projects for petrochemical and other process plant for products such as fertilisers.

Demonstrable success in similar big-money dealing is required by the un-named employer—once again the U.K. subsidiary of a major U.S. multi*national. Big-organisation back*ground preferred. Experience in negotiating *at* high levels of business and government is essential, of course. Provided candidates are culturally transferable, their nationality matters little.

Aged almost certainly at least 40, the newcomer will report to the construction director of the UK company.

Basic salary around £18,000. Other benefits negotiable.

Change line

READERS with a qualification in accountancy, law or whatever *and experience in industrial or* commercial management, and who fancy branching into executive recruitment, are being sought by John Featherstone, of Hoggett Bowers Selection.

While he is based in Yorkshire (Minerva House, 29 East Parade, Leeds 1—tel. 0532 448661) the posts could also be in Scotland, the Midlands or Manchester. Age about 35. Contacts with potential clients would help, but experience of recruitment not necessary as training will be provided.

Salaries up to £10,000 plus performance related bonus. Car.

Botswana

Senior Local Government Auditor

Up to £10,030 plus allowances

Candidates must be qualified accountants, preferably I.P.F.A., with three years' post-qualification experience which should include work in local government.

The successful candidate will be responsible to the Director of Local Government Audit for a group of audits of Town and *District Councils and Land Boards.* He will also be required to supervise audit teams and assist with staff training.

Salary includes a substantial tax-free allowance paid *under* Britain's overseas aid programme. Basic salary attracts 25% tax-free gratuity.

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The terms on which civil and public servants may be released *if selected for appointment will be subject* to agreement with their present employers.

Botswana is a sub-tropical African country employing many British experts to help in its development.

For full details and application form write quoting MC/322/FF.

Crown Agents

The Crown Agents for Overseas Governments and
Administrations, Recruitment Division,
4 Millbank, London SW1P 3JD

Associated Board of the Royal Schools of Music

FINANCE & ADMINISTRATION OFFICER

The Associated Board conducts world wide examinations for nearly 400,000 candidates a year and also has a large department publishing examination music and other works for general distribution. Applications are invited from suitably qualified and experienced persons for this new senior post of Finance and Administration Officer, who will be responsible to the Secretary for finance, staff, premises and other administration matters. *The salary will be* negotiable and it is hoped to make an early appointment. *Applications, supported* by curriculum vitae and giving the names of three referees should be addressed to the Secretary (marked "Personal") Mr. Philip Cranmer, MA, B.Mus., FRCM, Hon. RAM, FRCO, 14, Bedford Square, London WC1B 3JG, to be received by 24th April.

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to D. A. O. Davies as adviser to the group.

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Applications are invited for posts in these fields:

A suitable academic background is essential and experience in industry is desirable. Successful applicants are expected to sign a contract for a minimum of one academic year.

Applications are to be made to the

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SUDAN

Applications are invited for the following posts in the College of Economic and Social Studies:

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Salary scales: Professor £S5,480 pa Associate Professor £S4,070-£S4,560 pa. Lecturer £S1,500-£S[illegible] pa (*excluding cost of living allowance*). (£S1 = £1.25 sterling). The British Government may supplement salaries in range £[illegible]-£[illegible],542 pa (sterling) for married appointees or £1,830-£2,310 pa (sterling) for single appointees (reviewed annually and normally free of all tax) and provide children's education allowances and holiday visit passages. Family passages, various allowances, superannuation scheme; annual overseas leave. *Detailed applications* (2 copies), including a curriculum vitae and naming 3 referees, should be sent by airmail to the Vice-Chancellor, University of Juba, PO Box 82, *Juba, Sudan, by 7 May* 1979. Applicants resident in the UK should also send 1 copy to Inter-University Council, 90/91 Tottenham Court Road, London *W1P 0DT.* Further particulars may be obtained from either address.

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CAMPBELL-JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED,
35, NEW BROAD STREET, LONDON EC2M 1NH. TELEPHONE 01-588 3588 or 01-588 3576. TELEX 887374.

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Please write, in confidence, to:
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Following the company becoming a wholly owned subsidiary of the Frizzell Group, it is seeking brokers experienced in the Foreign Exchange and/or Euro Currency Markets for its planned expansion.

Please write or telephone to:

Mrs. R. Stoneman, Udisco Brokers Ltd.,
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Telephone: 01-283 7971

Director and Secretary

The Thomas Coram Foundation for Children is an old *established but very active charity specialising* in pre-school provision (under fives), adoption, fostering and counselling for children and young adults.

The Director operates as chief administrative officer and secretary to the Court of Governors. Although professional staff run the three caring departments, a knowledge of, and demonstrated ability to learn about, the legal and professional requirements of modern child care are essential.

In addition the Foundation has a long artistic tradition. Its Picture Gallery and Museum are open to the public. Handel concerts are given and its main rooms are let to other organisations *to supplement its investment* and property income.

We seek an all-rounder with a sensitive yet dynamic personality to continue the expansion of the Foundation's activities. Some secretarial and financial control knowledge would be useful but not essential. Very little travelling.

Age limits 35-55. Remuneration package £6,500-£8,500. Apply *with full c.v. to:*—

Peter M. Brown
Chairman, Court of Governors
Thomas Coram Foundation for Children
40 Brunswick Square, *London WC1N 1AZ*

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OF GREAT BRITAIN

Deputy Director-General

Applications are invited for this post which will become vacant in late May 1979.

Candidates should have a good general knowledge of and interest in the arts together with *first-class administrative* experience.

Salary range (under review) *£10,567-£12,795.* Starting salary negotiable.

Further details from Dr. Roy Shaw, Secretary-General, Arts Council of Great Britain, 105, Piccadilly, London, W1V 0AU, to whom applications, with the names of three referees should be sent by 27th April, 1979.

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Applications will not be passed to our clients without express consent.

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Should there be any companies to which your application should not be forwarded, please name them in a covering letter. All applications will be treated in confidence.

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Telephone: 01-836 1707 (24 hr. service) quoting Ref: 0917/FT. Reed Executive Selection Limited, 55-56 St. Martin's Lane, London WC2N 4EA.

The above vacancy is open to both male and female candidates.

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Warwick Cohen, Financial Controller,
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Ladbroke Casinos

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Excellent conditions of employment in keeping with a large and progressive group are offered.

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(01-248 3999)

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Accounting Manager

Rotterdam

Free Apartment **Guilders 40,000**

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The role is to establish and manage an up-to-date accounting function and will be followed by progression to financial management on anticipated promotion.

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Candidates should apply in writing to D. D. Linstead.

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with management ambition to act initially as PA to Managing Director of Group with interests in Building, Transport, Sand and Gravel and Motor trade. Top management opportunity will arise provided capabilities are shown. Starting salary £8,500 plus company car.

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R-H

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A challenging new position has been created within this U.S. insurance company with world-wide connections. The successful candidate will have a broad role including the management of investments, cash funding and corporate planning. There will be additional involvement in management reporting relating to exchange currency controls. Qualified accountants in the age range 27-32 with some commercial/industrial experience, not necessarily gained in a treasury role, should apply. C. LONDON.

TAX ACCOUNTANT £8,500

This appointment offers excellent career development opportunities, either within the tax field or in broader areas of financial management. Arising within the highly qualified taxation department of a leading international group, the position offers sound experience and a rapid learning curve. Candidates should have at least one year's specialist tax experience, gained in the profession, in industry/commerce, or at senior level in the Inland Revenue. LONDON.

YOUNG ACA c £7,500

A public company seeks to introduce someone with a degree of expertise in company tax matters to its Head Office as Assistant to the Controller. The successful candidate will gain experience in both financial and management accounting, tax planning and company secretarial work. The time spent in these areas will depend upon the interests and abilities of the person appointed. An excellent first move from the profession. C. LONDON.

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ROBERT HALF
Accountancy & Financial personnel specialists

ASHTON CONTAINERS LIMITED
A Member of the Mardon Packaging Group

Financial Controller

c. £8,000 p.a.

Ashton Containers Limited is one of the leading manufacturers of fibreboard cases as well as being a member of Mardon Packaging International Limited—the second largest packaging group in the U.K. The location is at our factory in Livingston near Edinburgh, the most modern of our three manufacturing plants, all operating as separate profit centres.

The successful applicant will be responsible to the resident Director In Charge for the total accounting function including estimating and data preparation/control. An Incoterm 10/25 Intelligent Terminal installation is used to communicate with the group ICL 903 mainframe computer. In addition, he/she will be a member of the local functional management team responsible for managing for profit.

Applicants must be qualified accountants (C.A., A.C.A., A.C.M.A., A.C.C.A. preferred), have had at least 3 years' post-qualification experience in industry and preferably be currently holding a position with some functional managerial responsibility. They should be able to demonstrate that they have the personal qualities to communicate effectively with all levels of management and staff and to cope with changing pressures.

Excellent conditions of employment befitting a major group with good opportunities for promotion. Assistance with relocation expenses will be available. Total earnings including bonus could exceed £8,000 per annum.

Applications should be addressed to:

B. W. Cottrell
Assistant Managing Director
ASHTON CONTAINERS LIMITED
Muir Road
Houstoun Industrial Estate
Livingston EH54 5DP

and marked "Personal and Confidential."

No reference will be made to present employers without the applicant's prior agreement.

Botswana

Senior Principal Accountant

Up to £10,280 plus allowances

A qualified accountant is required for the Central Transport Organisation.

The successful candidate will be responsible for ensuring that the Organisation operates within a framework of adequate financial control and sound public accountability. Specific duties will include control of income and expenditure, preparation of annual estimates and the improvement of financial and accounting procedures.

Applicants should have three years' post-qualification experience, and experience in a road transport organisation would be advantageous.

Salary includes a substantial tax-free allowance paid under Britains Overseas Aid Programme, and basic salary attracts 25% tax-free gratuity.

Benefits include free passages, generous paid leave, children's holiday visit passages and education allowances, appointment grant and interest-free car loan.

The terms on which civil and public servants may be released if selected for appointment will be subject to agreement with their present employers.

For full details and application form write quoting MC/410/FF.

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The Crown Agents for Oversea Governments and Administrations, Recruitment Division,
4 Millbank, London SW1P 3JD

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A.C.A. — £6,000 p.a.

WERE YOU trained in a small but well organised general practice?
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Then we have an ideal opportunity for you.
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SECRETARIAL APPOINTMENTS

UK NEWS — LABOUR

Tory labour relations reform 'would unleash whirlwind'

BY NICK GARNETT, LABOUR STAFF

A WARNING that the Conservative Party's programme *for reforming* industrial relations would unleash a "whirlwind" of trade union opposition was made yesterday by Mr John Miller, the *Transport* and General Workers Union national secretary for chemicals.

That opposition, Mr Miller told a conference on picketing and labour relations law, would make the trade union resistance *to the 1971 Industrial* Relations Act look like a "Sunday picnic."

The Tory programme would render unlawful a wide area of what had been considered normal trade union activity. *It was a crude attempt to* reinstate some of the elements of the 1971 Act. Mr Miller also attacked recent court judgements on industrial relation issues.

These judgements were *political, said Mr Miller, and* were based not on law but on what the judges considered the public believed to be in the national interest. Courts were *usurping the power of* Parliament, he claimed.

Mr. Miller's attack on the influence of law on industrial relations brought a sharp reaction from Mr. John Harvey, a leading Queen's Counsel and a former Conservative Party Parliamentary candidate. Judges had a proven integrity and were incorruptible, Mr. Harvey told the conference, organised by Oyez International Business Communications.

What was sacrosanct about any area of life which required that the law should stay out? Mr. Harvey asked. *Why should there be a presumption* that unions act infallibly within their rules? *Mr. Harvey* said that unions had no desire to defy the High Court.

In line with current Conservative thinking, he indicated that changes in the law should be within the confines of present legal institutions. He criticised the forma*tion of separate industrial* courts, as in th 1e971 Act, which he said were isolated and vulnerable to attack.

Recourse to the law should be a last resort but employers should not be afraid to assert their rights in the courts.

Largest steel union settles below 10%

BY CHRISTIAN TYLER, LABOUR EDITOR

ANOTHER public sector wage *agreement of under 10 per cent* was reached yesterday, between the British Steel Corporation and its largest union, the Iron and Steel Trades Confederation.

But the Corporation's relief at reaching a deal with the ISTC's 60.000 manual and 20,000 *staff members was married by* the refusal later in the day of the craftsmen's unions to accept the same terms.

The National Craftsmen's coordinating committee, representing 41,000 workers, registered failure to agree—for the third *time in the course of its* negotiations.

ISTC negotiations accepted an 8 per cent basic rise and improved holidays of a day and a *half for manual workers and a* day for staff, worth another 1 per cent of the wage bill.

The main sticking point, for which an attempt was made to *get arbitration going,* was removed when the Corporation agreed to set up a joint working party to examine the possibility of consolidating a 5 per cent incomes policy supplement into basic rates from next January.

BSC yesterday also guaranteed minimum earnings of £50 a week—but steel process workers already earn well over *than and only a few* hundred are said to be likely to benefit. Average earnings are around *£80 a week.*

The Corporation said that *much of the cost of the deal,* which is backdated to January, would be recouped by local productivity and the industry's work - measured incentive scheme.

Meanwhile the craftsmen are pursuing a claim for a 9 per *cent rise as well as extra holidays.* The ISTC had claimed 8 per cent to take care of inflation, plus 4½ per cent for past productivity, some of it to be taken as a cut in standard hours.

The National Union of Blast*furnacemen,* usually among the last to settle, this year anticipated the ISTC with a deal for its 11.000 members in BSC.

Postal disruption ending

By Alan Pike, Labour Correspondent

POSTAL SERVICES in the London area show signs of returning *to normal* after unofficial industrial action which caused serious disruption last week.

However, the Post Office said *yesterday that in spite of some* improvement it could not yet remove restrictions on rebate and bulk *postings for or through* London. It is continuing to advise customers to defer posting non-urgent mail.

"We are doing all we can to clear arrears, but restoration of services to normal is likely to take several days."

Some unofficial action may still be taking place in the London area, but much less than last week. This will increase the hopes of leaders of the Union of Post Office Workers, that members will accept a pay offer worth, with *productivity,* 12 per cent.

The union would like early acceptance of the offer in case a change of government next month alters matters.

Council clerks may claim 15%

BY PAULINE CLARK AND ALAN PIKE

REPRESENTATIVES of 500,000 white-collar local government staff will be asked next month to endorse a pay claim for 15 per cent plus a comparability study similar to the one being undertaken for public-sector manual workers.

The National and Local Government Officers' Association will press for a comparability *exercise on the same terms as* the one covering manual workers, with an immediate pay*ment on account and payment* of 50 per cent of the award in *the current* wage round.

This is likely to present the union with a battle. Ministers have made it clear that the *time-scale for paying* the manual workers' comparability award, 50 per cent in August and the rest next April, was a special recognition of their low-paid status.

Other groups can expect to wait longer before recommendations of the new standing commission on comparability take effect.

The NALGO Local Government Committee will meet to *approve* the claim, which includes a demand for a 35-hour week, next month.

Mr. Mike Blick, chairman of the committee, said yesterday that white-collar *staff* were the only local government group not to have been treated as a *special case.* The claim was an attempt to bring them into line.

● Representatives of 5,000 local authority electricians will decide on Friday what form of industrial action they plan to take over their pay claims.

● *Health Service* union leaders warned yesterday of "serious repercussions" if the National Health Service professional workers' claim for a comparability study was treated less favourably than that awarded to nurses.

Highland oil strike over

Financial Times Reporter

THE TWO-MONTH unofficial strike by 1,550 construction workers at the Highland oil platform at Nigg, Ross-shire, is over.

A meeting yesterday of the workers employed by Highlands Fabricators voted 456 to 304 to return to work after a management pay offer of 3½ per cent.

This is on top of a 5 per cent settlement agreed last November, but the men downed tools for 10 per cent and improved conditions.

The yard is at present carrying out five important contracts for four major oil companies and full-time officials of the four unions involved and the Department of Energy warned that the strike action could *endanger the yard's future.*

'Severe damage' caused by advert blacking

FINANCIAL TIMES REPORTER

BOOTS and Trust House Forte would suffer very severe damage if a print union was not ordered to lift its ban on their advertising, their counsel told the Appeal Court in London yeserday.

The two companies are among newspapers and other organisations fighting a campaign by the National Graphical Associa*tion, which is blacking advertisements* in the Nottingham Evening Post, with which the *union has a recognition dispute.*

The union took *the case* to the Appeal Court after a judge made a temporary order that the blacking must stop. Mr. Robert Alexander, QC, said that *the union had suggested that* all would be "fine and dandy" if the advertisers toed the line *and stopped advertising in the* Nottingham paper.

It was not only the question *of the gravity of damage.* The court was entitled to consider the widespread inconvenience to *newspapers, members of the* public seeking jobs and even others members of the NGA, said Mr. Alexander.

Mr. Ian McLaren, for Nottinghamshire Area Health *Authority, said the blacking* campaign had hit the obligation to advertise for doctors, nurses and other hospital staff. At present there were 440 staff vacancies.

Lord Justice Lawton said: "Quite apart from what Parliament has said, people may be dying because the right kind of consultant is not there. Nothing can be done for them?"

The hearing continues today.

Field day for fare evaders

Financial Times Reporter

LONDON TRANSPORT train *ticket collectors* went ahead yesterday with their refusal to handle excess fares — giving bilkers a veritable field day.

The 2,000 collectors, all members of the National Union of Railwaymen, staged their day of protest because they are *angry at allegations that they* are pocketing up to £2.5m a year in cash handed to them by travellers.

Miners seek rule change

BY CHRISTIAN TYLER, LABOUR EDITOR

THE BIGGEST area within the National Union of Mineworkers, Yorkshire, is making a new attempt to extend the large coalfields' representation on the *union's executive committee.*

It is proposing a rule change at the union's annual conference in July that would give it five seats instead of three, and would also build up other areas at the expense of the small constituencies whence the Right Wing draws much of its *strength.*

Another Left-wing led area, Derbyshire, is proposing that *the presidency* and general secretaryship—currently held by Mr. Joe Gormley and Mr. Lawrence *Daly—should be subject to regular re-election every* five years, along with all full-time area officials.

At present the executive splits 15 to 10 in the Right's *favour.* Yorkshire's proposal would increase the size of the executive and bring voting *strengths more in line with the* Left and Right area member*ships which total about 126,000* and 135,000 respectively.

New wage targets in the *preliminary conference agenda,* published yesterday, include demands for minimum wages *for workers on the surface of* £80 and £100 a week, and of £146 a week for top-rated coal-face workers. Two areas are also demanding staff status for *miners.*

COMPANY NOTICES

NIPPON MEAT PACKERS INC.
(CDRs)

Business results of the first half year, ended January 31, 1979, as compared with the same period of last year (parent *company only).*

	Six month period ended Jan. 31, 1979	Six month period ended Jan. 31, 1978
Sales	105.974	96 036
Ordinary profit	5.025	4 699
Profit after tax	2,550	2,329
Profit per share	17.67 yen	16,14 yen

Figures in million yen unless otherwise specified

AMSTERDAM DEPOSITARY COMPANY N.V.

Amsterdam, March 28th, 1979

NOTICE TO BONDHOLDERS
IMATRAN VOIMA OSAKEYHTIO 9¾%
20,000,000 European Units of Account 1973/1985
Guaranteed Bonds

Pursuant to the provisions of the Purchase Fund notice is hereby given to Bondholders that no Bonds have been purchased *for the* Purchase Fund during the twelve-month period from March 25, 1978 to March 24, 1979.

Amount outstanding: UA 20.000 000

IMATRAN VOIMA OSAKEYHTIO

April 3 1979.

CENTENARY FUND S.A.
Société anonyme
Registered Office
LUXEMBOURG, 14, rue Aldringen.
Registre de Commerce
Section B no 9 193

NOTICE OF ANNUAL GENERAL MEETING OF SHAREHOLDERS

The Annual General Meeting of Shareholders of CENTENARY FUND S.A. will be held at its registered *office at Luxembourg, 14 rue Aldringen,* on April 19th 1979, at 11 o'clock a.m. for the purpose of considering and voting upon the following matters:

1. To hear and accept the reports of: (a) The directors (b) The statutory auditor
2. To approve the balance sheet and the profit and loss account for the fiscal year ended December 31st 1978.
3. To allocate the net profit.
4. To discharge the directors and the auditor with respect to their per*formance of duties during the fiscal* year ended December 31st, 1978
5. To elect the directors to serve *until the next annual general meeting* of shareholders.
6. To elect the auditor to serve until *the next* annual general meeting of shareholders
7. Miscellaneous

The shareholders are advised that no quorum for the statutory general meeting is *required and that decisions* will be taken by the majority of the shares present or represented at the meeting with the restriction that no shareholder either by himself or by proxy can vote for a number of shares *in excess of one-fifth of the shares* issued or two-fifths of the shares present or represented at the meeting. *In order to take part at the statutory* meeting on April 19th, 1979, the owners of bearer shares are required *to deposit their shares five business* days before the meeting at the registered office of the Fund, 14 rue Aldringen, Luxembourg, or with the following banks:

—Banque Générale du Luxembourg, S.A. 14, rue Aldringen, Luxembourg.
—Williams & Glyn's Bank Limited, 67 Lombard Street, London, E.C.3.

The Board of Directors.

PRUDENTIAL CORPORATION LIMITED

NOTICE IS HEREBY GIVEN that *the Transfer Books and Register of* Members of the above Company will be closed from the 27 April, 1979, *to 8 May, 1979 (both dates inclusive).*

R. E. ARTUS,
P. E. MOODY,
Joint Secretaries.

28 March, 1979.
142, Holborn Bars,
London EC1N 2NH.

JUTLAND TELEPHONE COMPANY LTD.
5¼% BONDS OF 1964

S. G. WARBURG & CO. LTD. announce that the tenth instalment of Bonds for a nominal value of U.S.$666.000 (First Series) and U.S.$333.000 (Second Series) have been purchased for redemption on 1st May, 1979.

U.S.$3,340.000 nominal (First Series) and U.S.$1.670 000 nominal (Second Series) will remain outstanding after *May 1979.*

30 Gresham Street,
London, EC2P 2EB
3rd April, 1979

INTERCOM
SOCIETE INTERCOMMUNALE BELGE *DE GAZ ET D'ELECTRICITE*
Société Anonyme
Place du Trône, 1 Brussels, Belgium

NOTICE OF AN EXTRAORDINARY GENERAL MEETING

NOTICE IS HEREBY GIVEN that an *extraordinary general meeting of the* shareholders of INTERCOM will be held on Friday, 6th April 1979, at 11.45 a.m. at the Registered Office of the Company, place du Trône 1, *Brussels, Belgium*

SUMMARY OF AGENDA

1 a) *Increase of the share capital* by Belgian Francs 4 611.480 450 so as to bring it from BF27 374.583.300 to BF31 988.063 750 by creating and issuing 3 428.610 shares *of no par value* of the same kind and with the same rights and advantages as the existing 20.384.400 shares except that they will only participate in *profit sharing of the financial year* 1979 as from a date to be fixed by the meeting on proposal of the Board of Directors.

These 3.428.610 *new* shares will be issued at BF1.348 each plus a premium to be fixed by the meeting at such amount that the issue price does not exceed BF1 800.

They will be offered for public subscription for cash in the proportion of:

—3 392 400 shares to owners of the 20.384 400 existing shares *who will be entitled to subscribe* by preference and as of right on the above conditions in the proportion of one new share for every six existing shares, without delivery of fractions;

—36 210 shares to members of staff who will be entitled to subscribe *on the above conditions and* according to the terms fixed by the Board *of Directors*

Shares which are not subscribed for by members of staff will be *offered for subscription to buyers* of [illegible] representing corresponding subscription rights which will be sold on behalf of the issuing company on the Brussels, Antwerp and Luxemburg Stock Exchanges, at the same time as unexercised preference rights related to existing shares.

The subscription price of the 3 428 610 new shares will have to be fully paid up on subscription.

b) Allocation of the premium resulting from the issuing price to the payment of part or all of the issue costs and of the balance if any to the undistributable *reserve which, as well as the other* contributions will be the guarantee for third persons and can only *be reduced or cancelled by* decision of extraordinary general meeting on the conditions required for alteration of the Articles of Association.

2 Modification to the *Articles of Association* so as to have the share capital stated in article 5 in accord*ance with the resolution to be taken* by the meeting on item 1 of this agenda.

3 Delegation of powers to the Board of Directors, so as to enable them —to execute the *resolution taken* by the meeting;

—to suspend the subscription before *its opening,* in case they would estimate that its realisation in good conditions would be prevented by economic, financial or monetary reasons; in such case, the Board will have to report to the shareholders summoned in another extraordinary meeting.

Note:

Holders of share warrants entitled and wishing to attend *or be represented at* the meeting should deposit a certificate of their holding from an authorised [illegible] *five days before the* day fixed for the meeting at the:

—MIDLAND BANK LIMITED International Division P O Box 181 60 Gracechurch Street London, E C 3
—BANQUE DE PARIS ET DES PAYS-BAS, 33, Throgmorton Street, London E.C.2.
—*BANQUE BELGE LIMITED* 16 St. Helen's Place London E C 3
—BARING BROTHERS AND CO LIMITED 88, Leadenhall Street London E C 3
—HILL SAMUEL AND CO LIMITED 100 Wood Street, London E C 2

Thereupon an admission card will be issued.

A member of the Company entitled to attend and vote may appoint a Proxy or Proxies to attend, and on a poll to vote, in his stead

Such Proxy must be a member. The *full agenda in French together with a* detailed statement in English giving particulars of proposed operation in accordance with the requirements of the Stock Exchange may be obtained from the banks referred to above.

LEGAL NOTICES

THE COMPANIES ACT 1948

In the Matter of ESSEX APPOINTMENTS LIMITED, Employment Agents *Winding-up Order made 5th March,* 1979. Date and place of first meetings *Creditors: 24th April 1979, at 10.30* a.m.; Contributories, 24th April 1979, *at 11.00 a.m.,* both meetings to be held at 2nd Floor, Colman House, *Victoria Avenue, Southend-on-Sea, Essex,* SS2 6EF.

J. M CHRISTENSEN, *Official Receiver.*
2nd Floor,
Colman House,
Victoria Avenue,
Southend on Sea,
Essex SS2 6EF.

IN THE MATTER OF
IRWIN PHOTOGRAPHY LIMITED
AND IN THE MATTER OF
THE COMPANIES ACT 1948

NOTICE IS HEREBY *GIVEN pursuant* to Section 293 of the Companies Act *1948 that a Meeting of Creditors of* the above-named Company will be held at 36 Furnival Street, London EC4 on Thursday 1979 at 3 p.m. in the afternoon for the purposes set out in Section 294 and 295 of the said Act

Dated this 29th day of March, 1979

R. H. PAINES, Director.

PUBLIC NOTICES

CITY OF PORTSMOUTH

£1.5m Bills issued 30th March, due *29th June, 1979, at 11⅛%. Applications* totalled £5.7m. No other Bills outstanding.

TRAVEL

PERSONAL

CLUBS

ART GALLERIES

THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

Innovation and production: **Christopher Lorenz** analyses three new international reports

Philips changes its approach to pulling in the winners

ONE OF the most technology-minded companies in Europe, Philips, is trying to give more emphasis to "market pull" innovation as opposed to the "technology-push" variety which originates in the research and development department.

This significant shift in the policy of the electronics giant emerges from a booklet it has just produced on "Innovation in a multinational industrial company."*

Though the booklet does not specifically admit it, there has been a growing concern at Philips in recent years that its extraordinarily high rate of spending on research and development (6.6 per cent of turnover in 1977) has not produced more "winners," in terms of profitable products which give it a major lead over its key competitors, especially in Japan.

Publication of the booklet comes at a time when there is considerable debate, both in the Netherlands and elsewhere in Europe, about the realisation that—contrary to much post-war conventional wisdom — innovation involves far more than just research and development.

This debate in turn forms a key part of the discussion, at both national and EEC level, about how best to encourage more successful innovation in European industry, as a counterweight to increasing competition from Japan and the United States.

While the British and West German governments are still in a relatively early stage of examining new ways to stimulate innovation, the Dutch administration has been discussing a new Bill which would provide several hundred million guilders a year for this purpose.

This adds extra point to the long section in Philip's booklet which argues for government support on the grounds that unit research costs are almost twice as high in the Netherlands as the UK, higher than in France and the U.S., and on the same level as Germany (where, however, there is already considerable direct government support).

Coming from a company in which the "push" for new and improved products has generally seemed to stem more from its own research and development capability than from the rapidly shifting demands or opportunities of the market, much of the booklet makes illuminating reading.

It comes as no surprise when it argues that "well-equipped laboratories . . . are a necessary precondition for innovation"; less obvious is its forceful assertion that the existence of these laboratories is no guarantee of effective innovation.

In order to bring its central R and D programme closer to the needs of the market, Philips is currently giving its Product Divisions a clearer voice than before in determining that programme, the booklet reveals. "Consultation takes place at an early stage, the object being to ensure that the scientific research which is carried out results as far as possible in commercially and economically attractive products and processes," it says.

The booklet emphasises the importance of Philips' system of transferring research projects at the right moment to development laboratories attached to the product divisions, "where the work is continued on a more product- and division-oriented basis."

Examining the importance of innovation to the creation of new jobs, the booklet argues that a healthy company will ensure it has a product range which will include products for which a growing market has still to be found, as well as those established ones which will continue to sell as replacements for those previously marketed.

Turning directly to the question of greater government support, it complains that only 5 per cent of the Dutch government's R and D resources is spent directly on industry (as opposed to indirectly, via such "big technology" projects as energy and aerospace); similar complaints have been heard in Britain for several years.

** English text of brochure published in Dutch in February 1979. Available from Press Office, Philips Gloeilampenfabrieken, Eindhoven, Netherlands.*

Engineers: leaders in Japan but laggards in Britain

ANYONE WHO still doubts the need for an urgent drive to improve the quality of production engineering in much of Europe —particularly in Britain— should take a look at two documents: a most revealing paper, by a Tokyo-based diplomat, on how Japan is gearing up for its industrial future; and a depressing new report from the British Institute of Management on the career development of UK production managers.

First, the look at Europe's most daunting competitor. One of the main factors behind the success of Japanese goods abroad has been the effort put into high quality and reliability —everyone knows that.

What is less well-known is how it has been achieved. Mr. H. A. J. Prentice, Counsellor (Science and Technology) at the British Embassy in Tokyo, impressed many of the industrialists at a meeting in the West Midlands recently when he pointed to the importance of engineers in Japanese society, and to the benefits of close co-operation between production designers and quality control engineers in product design and the manufacturing process.

Mr. Prentice, who has been giving a series of seminars to senior executives about trends in Japanese technology and business, said that Japan regards technology as the foundation of its prosperity and considers its engineers "as its most precious industrial asset." (The term "engineer" applies to anyone who in Britain would be called either an engineer or an applied scientist.)

High pay

Engineers hold 67 per cent of board seats in the major Japanese manufacturing industries, according to a survey cited by Mr. Prentice. In some of the high technology areas, such as electronics and chemicals, all board members were engineers.

This emphasis is also reflected in government. In the Ministry of Science and Technology one-third of top officials are engineers, according to Mr. Prentice; and in the Agency for Industrial Science and Technology only one of the top officials is not an engineer.

There is fierce competition to get into engineering faculties in Japan's universities (in marked contrast to Britain). Mr. Prentice attributes this to the attractions of high pay, status and good opportunities for engineers to get to board level.

Over half Japan's 601 universities are dedicated to science and technology, Mr. Prentice said. In 1977 they produced 130,000 engineers, or 38 per cent of all those who graduated. But Japanese policy was to produce more, he said; last year two new universities, devoted entirely "to producing the best possible quality of engineers for industry," were opened.

Illustrating Japanese industry's thorough approach to quality, Mr. Prentice said that inspection of bought-in components was sometimes 100 per cent, as was operational testing of each complete item. A board member was usually responsible for quality control and assurance, and quality control inspectors belonged to a unit which was relatively independent of the rest of the firm.

For the future, Japan would be investing heavily in new production techniques. In certain export areas the goal was total automation of production processes—built-in inspection and quality control—with plants operating 24 hours a day. This effort was being supported by Government research and development into such projects as laser machining, automatic welding and assembly, etc., Mr. Prentice said.

As a result, plants would be developed to machine, weld, heat, treat and assemble such items as a gearbox without direct human involvement. A variety of similar items would be produced by simply changing the computer programme; the first operational experimental machine was probably only three to four years away.

The state of British production engineering reflected in the BIM report**, published yesterday, could hardly be in sharper—or more depressing—contrast to the ebullient picture of Japan painted by Mr. Prentice.

A peculiarly "British" approach to production management may be contributing to the so-called "British disease" of low productivity, the report concludes. "The malaise of manufacturing industry in Britain is undoubtedly due in part to a lack of well-qualified and ambitious people in production management," it says.

The report's argument is underlined by a survey which shewed that British-owned companies suffer more than foreign-owned ones from what the authors call "traditional career patterns."

These, the report says, are typified by production engineers' relatively low educational standards and professional qualifications, their limited experience of other functions, and their modest aspirations of career progress.

The report argues that production managers' main educational shortcomings are managerial, rather than technological. It says that the cited sources of least satisfaction among production managers—labour difficulties, and lack of significant influence at the top and on marketing and design—are inevitable consequences of the present "Cinderella-like" nature of the production function.

Among the study's recommendations are that production managers should be given control over maintenance and production control where this is not the case (surprisingly often, apparently). They should also be formally involved in policy making over new product development, purchasing and supply, costing and other functions.

Fringe benefits

Serious consideration should be given to the introduction of the "factory director's team" at each level in the organisation, giving production managers their own support staff of accountants, quality control and IR specialists, among others.

Needless to say, the report also calls for salaries, fringe benefits and working conditions to be "not less attractive" than those for other executives.

* Japan: Technology and Industry, RTS 35, Department of Industry, Abelle House, John Islip Street, London SW1.

** BIM Occasional Paper No. 17: The Career Development of the Production Manager in British Industry, by Professor Roger Gill and Professor Keith Lockyer, sponsored by the Foundation for Management Education. From BIM Publications Dept, Management House, Parker Street, London WC2B 5PT. Price £3 for BIM members, £4.50 for others, both including postage.

Cost consciousness boosts Civil Service savings

AMID ALL the controversy about the level of public spending, the Civil Service has quietly produced figures which show that a simple departmental "cost consciousness" exercise has produced savings of about £5m in one year.

What is remarkable about the cost conciousness campaign launched last year is not the level of savings but the methods used to achieve them and the minimal funding required.

The campaign fits into a wider exercise begun in the early 1970s to cut central government administrative spending including, for example, energy costs. Other exercises have looked at potential savings from possible changes in policy. Mr. Leslie Chapman, ex-civil servant and author of "Your Disobedient Civil Servant" proved the potential for trimming costs before resigning in 1974, by saving about £12m a year in the southern region of the then Ministry of Public Works. However the cost consciousness campaign is fundamentally different from these other cost saving exercises since it attempts to involve individual civil servants and harness the potential of staff members to control and cut their own costs. The exercise has been achieved without the need for major administrative changes, and with the co-operation of civil servants on an individual basis.

In March 1976 a Civil Service committee completed a study of possible areas for cost savings which identified, among other items, post and telephone charges, clerical and typing services.

The cost consciousness campaign built upon that study. In the first year of operation information from departments suggests that as a result of the campaign a 1 per cent saving was achieved on the planned expenditure of £480m in 1978.

While, clearly, it is difficult to assess the precise impact of the campaign on spending against other factors, departments have attributed savings of £2.5m in postal and telecommunications services alone to the exercise. In one department a saving of £40,000 has also been made in travel and subsistence payments in one year.

The Department, at present reviewing the achievements of the first year, is now about to re-launch the campaign and is confident that savings on the same sort of scale can be maintained.

While the Department has a key co-ordinating role in the campaign, the system primarily depends upon individual departments tailoring to their individual circumstances the general principle of reducing the wastage of paper, expensive telephone calls, typing costs and electricity charges.

The lessons learnt during the first year of the campaign can be summarised as follows:

1—The campaign must be supported at senior level and be designed to catch the interest of individuals. It must be directed at costs which individuals can control and based on simple information which is easily understood and related to activities at all levels.

2—Having begun the campaign, momentum must be maintained and staff must be reminded of the contribution they can make and be encouraged by actual savings attained.

Apart from the cost-consciousness campaign other management initiatives have resulted in significant cost savings over the past few years within the Civil Service.

In 1975 government postal and telephone expenditure totalled £93m, economies on the use of first class mail and telephone facilities, for example, resulted in savings of £10m in 1976 and 1977, taken together.

An energy conservation programme resulted in savings of about £15m (25 per cent) in 1977 and an overall reduction in fuel consumption for the Service of 30 per cent over 1973 levels is close to achievement.

Other savings have been made by using electronic communication devices such as "remote meeting tables," saving transport costs; by using typing pools outside London for non-urgent work, and by the more careful use of paper.

In spite of all this, it remains true that the really large savings are probably to be found in areas such as manpower and staff costs and other fields such as the simplification of the social security system, but that these measures require political decisions which the Government may not wish to make.

Paul Taylor

Business courses

Telecommunications Today—A User Perspective, London. May 10-11. Details from ISL Information Studies, Regal House, Lower Road, Chorleywood, Rickmansworth, Herts., WD3 5LQ.

International Marketing Seminar, Geneva. May 7-18. Fee: SwFr 5,000. Details from Admissions Secretary, Centre d'Etudes Industrielles, 4 chemin de Conches, CH-1231 Conches-Geneva, Switzerland.

LOMBARD

Strikes and deterrents

BY ANTHONY HARRIS

AS THE Prime Minister points out, and will no doubt be pointing out again in the near future, this country is not particularly *strike-prone*: *it is just that some* industries are. We are, on the other hand, certainly more strike-obsessed than any other country in the world. We brood about them continually, in a whatever-next and it-shouldn't-be-allowed kind of way. You *might even call it thinking* about strikes: but if so, never has so much thought been expended to so little purpose. We rant, we moralise, but we *never seem to reason.*

Management

What follows is strictly rational, and as far as I can manage it, entirely unemotional. It may *therefore appear some*how obscene, but I can't help that. The central thought is the most obscene, so let's get it over with. People strike because *they think it pays*. They will go on striking until they think it doesn't pay. It is as simple as that.

In the short-term view, this is entirely a *matter for manage*ment. The great majority of strikes (though not the big ones which *dominate the statistics*) are over some quite small local grievance. Strikers will often complain that they have no other way to attract the atten*tion of management*, and there may be something in that. Others simply know when they have their employer over a barrel—the strikes that disrupt so *many* exhibitions near opening day, for example. Both classes of strikers usually get what they want.

Naturally, when strikes bring quick rewards, striking is encouraged. After a sufficient number of successes, strikers *are not too fastidious* about whether their demands are reasonable. You don't buy peace by giving way to strikes: You buy more strikes.

There is another approach. Some managements have taken a clear decision that even where grievances are reasonable, striking is not a reasonable way to get them sorted out. The action which follows this thought, which I understand was *initiated, for example*, at Leyland's Cowley works even before Mr. Michael Edwardes turned up, is to take great pains to improve grievance procedures, but at the same time to refuse to talk to strikers at all. This is very costly and may get the establishment a bad name, but it can work. Cowley is now a fairly peaceful works, and *according to Mr.* Edwardes, a notably productive one.

Management, then, should with sufficient determination be able to *establish* a new pattern as fa ras small disputes are concerned. Striking is just a way of losing a few days' pay. Negotiating, on the other hand, *gets things* done. Workers are mainly reasonable people, and such messages soon sink in.

The big *national* wages strike is another matter; they happen in all Western countries from time to time. I don't know how to stop them, but I do know *how* to encourage them. You simply have to have an incomes policy without the means or the will to enforce it. *An employer* feels compelled to start negotiations with a very low offer which he knows will be rejected. Everybody walks out. *The offer is raised* and raised again, until in the end there is a settlement. The whole system might be designed to encourage strikes.

Propaganda

The damage cannot be measured simply by the size of the eventual settlement—though this may well be higher than *would have resulted if* negotiations start with a reasonable offer. The trouble is that the low starting offer is simply propaganda for the militants.

What I have written so *far* suggest a rather despairing message: if you want peace, prepare for war.

However, there is another *fact which never seems* to get stressed in the mass media, for all their obsession with strikes. In the long run, even successful militancy does not pay. Some *long television* features on what has become of the docks in London and Liverpool, or industrial activity in general on Merseyside and increasingly in Strathclyde might make a highly educative change. The militants are not all powerful, *but* they are *certainly* helped by panicky reportage which makes them seem so; part again of our national habit of rewarding conduct we deplore.

Media mix for the next Government

FILM AND VIDEO

BY JOHN CHITTOCK

NO INCOMING government in British *politics* has ever before faced such a dazzling galaxy of media developments as will shine over the next Parliament after May 3. Whether this heavenly *glow will induce* somnolence or stimulation remains to be seen. The issues will not only be matters which the legislature is obliged to resolve such as renewal of the ITV contracts, but a confusing mix of media problems. These *could be neglected to* the cost of the nation; or could present scope for some enterprising government action.

Parliamentary matters cur*rently drifting* in free orbit include the important proposals of the Annan Committee on the Future of Broadcasting (out of which the fourth television channel will go either to a new Open Broadcasting Authority or under the Tories to indepen*dent contractors*): the stagnating plan for the establishment of a British Film Authority (proposed by Sir Harold Wilson's Interim Action Committee on the Film Industry): and the copyright law changes recommended by the *Whitford Committee* (which would include a levy on the sale of video recorders as a means of sanctioning private off-air recording—which currently is liable to infringe copyright).

Over many years, this column has argued the case for an integrated national approach towards some aspects of the film, television and audio-visual industries. Too often, there has been ignorance through isolation with developments in the film sector failing to benefit from television, and vice versa, simply because there has been no government machinery *for* unifying information and relevant activity.

Technical and commercial developments are now bludgeoning their own path through the barriers, giving rise to new challenges and problems for any government which cares to take notice. For example, the Whitford Committee's proposals regarding video recording could now come long after the horse *has bolted*. Copyright infringement on videocassettes is now so commonplace that commercial operators have been encouraged to make a business out of it. In the U.S., many of the best selling videocassette programmes are film titles which are not legally available on non-theatrical release.

The Annan Committee avoided making any proposals regarding teletext and viewdata, but a minority report by five of its members did call for the establishment of editorial boards to oversee the BBC's Ceefax and ITV's Oracle services, *without specific concern* for viewdata. Yet since then, the broadcast teletext services have proved to be less of a powerful issue than viewdata which became a public service only *last week when the Post* Office started its own Prestel system in London.

The Post Office has declared that no one will be refused *access to Prestel* as an information provider as long as the law is observed; the Post Office sees itself only as a common carrier. Yet quite apart from the political issues—what atmosphere would prevail at a General Election if 5m homes were offered messages on their television screens by just one political party?—some commercial *conflicts could become* a problem. Traditional publishers of specialised information, as for example in the newsletter business, could find their future threatened: which may be fair competition under normal circumstances but input access to *Prestel is almost certainly going* to be restricted by available capacity: a waiting list is starting, and those with block bookings now might well find *themselves in the Prestel* broking business—a situation that has happened in the U.S. over access to the commercial television satellites now feeding local cable networks.

To safeguard the cinema in Britain, the Wilson Committee very sensibly called for closer co-operation between the television and film industries, recognising that the threat of broadcast television could be diminished through alliance rather than conflict. But the threat now is not to the film-making business but to the cinema owners. Since the Wilson report, the outgoing Labour Government has promised to allow pay television—the ultimate threat to the cinema *owners—and in the meantime* the home videocassette has really started to gather momentum as yet another distribution network.

But the biggest threat to one sector of the film industry—that based on 16mm film—is *about to deal its body blow* later this month. It comes from the Japanese television company Mitsubishi, and is apparently just another rival brand of television projector. Numerous television projectors are now available, such as those from Advent, Sony and National Panasonic. Because they can derive their programme signals *from* a videocassette or video disc, and at last overcome the restriction of image size imposed by normal television receivers, they have been seen as a potential threat to conventional film projection.

The threat has been treated with *some respect*, such that a few companies—EMI included—have actually opened small video theatres. *Until now*, however, many have not taken the threat seriously because of the appalling quality of video projected images—dull, fuzzy, *fringed* with primary colours.

The new Mitsubishi video projector, which I saw first in Atlanta and again in London last week, is a breakthrough in *quality* that will frighten the 16mm industry out of its apathy. Used during a music industry video *conference last Wednes*day, it yielded quality that was virtually indistinguishable from a 16mm film: the audience of about 100 people were asked *if they* found the picture inadequate in any respect—not one person signified disapproval.

This development, and others that are now sure to follow *from* rival manufacturers, will have a serious impact on the 16mm film industry, especially *in situations where the higher* capital cost of the video projector (£3,500) can be quickly offset by the substantial saving in 16mm print costs.

One big *obstacle remains for* the video industry in its revolutionary overthrow of other media: the stalemate that is now developing in negotiations with the creative unions. The writers, musicians and actors all want a slice of the royalties on video distribution (and even the *craft unions have floated* similar ideas). Some distributors currently claim that the demands being made are unrealistic, especially in a situation where a new medium needs all the support it can get; it is even suggested that the *musicians migh resist* video release at any price in some circumstances.

The situation is causing real concern in some sectors of the *video industry*, coming as it does at a time when public access to a wide choice of programming is vital to its early success. The absurd case might occur where a theatre could be allowed to screen a title on 16mm film but not on a videotape or *video disc using* one of the new projectors.

One thing is certain. The technical and commercial divisions that have previously separated film, the cinema, broadcasting and video, are now well and truly vanishing. For an incoming government, it ought to pose some fresh and *eclectic ideas*. The alternative is at best a wasted opportunity for Britain to take a lead in the new media: at worst, a chaotic jumble of political, commercial and legal conflict.

Southern trainers to mount strong Nottingham challenge

RACING

BY DOMINIC WIGAN

SOUTHERN trainers mount a strong challenge at Nottingham this afternoon with fancied runners from both the Lambourn area and Sussex. Peter Walwyn of Seven Barrows and Compton's Peter Cundell are both bright prospects.

For me, the two best bets on a card which produced four winning favourites a year ago are Harebell, a brown Firestreak filly from Coolishall's yard, and *Dunlop's twice-raced Lanarkland.*

The first from this pair to take the field is Harebell, who goes to post for the Old Trafford Maiden Fillies Stakes *alongside* stable mate, Sauna. Harebell, a daughter of the Hook Money mare, Blaebery, impressed on her debut in the valuable Maytime Auction Stakes at Leicester eight days ago. Behind in the early stages of that 16-runner event Harebell—backed from 10-1 to 6-1—was running on best of all at the finish and passed the post in third place, beaten by three and two lengths by Five Arrows and Pampered Gal.

If, as I expect, that race has brought her on a few pounds, Harebell should not be hard-pressed to make her experience pay.

The Duchess of Norfolk filly, Lanarkland, runner-up on the second of her two starts as a juvenile, almost certainly has a far easier task in the opening division of the Oval Maiden Stakes *now that Quito Right*, Shaftesbury and Shepherd's Glass have fallen into the second division of that event and I expect few problems.

Lester Piggott, who made a fine start to his French campaign steering the "Arc" runner-up, Trillion, to a comfortable success in Sunday's £23,000 Prix D'Harcourt, will be in Ireland on Saturday principally to partner Junius in the Gladness Stakes at the Curragh.

The Vincent O'Brien colt, second favourite for the 2,000 Guineas, will be opposed there by the Mick O'Toole-trained Miami Springs (Tony Murray) as well as Jim Bolger's Martin Kelly (Declan Gillespie).

Returning to Trillion, Maurice Zilber's *remarkable mare* is expected to renew rivalry with Frere Basile, her closest victim on Sunday, in the Prix Ganay at the end of the month.

NOTTINGHAM

2.00—Harebell**
2.30—Orley Farm
3.00—Sweet Mark Boy
3.30—Dafydd
4.00—Mill Street
4.30—Lanarkland***
4.35—Shepherd's Glass*

TV/Radio

† Indicates programme in black and white

BBC 1

6.40-7.55 am Open University (Ultra high frequency only). 12.45 pm News. 1.00 Pebble Mill. 1.45 The Flumps. 2.45 Pobol y Cwm. 3.55 Play School. 4.20 The White Seal. 4.45 Tarzan. 5.05 John Craven's Newsround. 5.10 *Stopwatch*.

5.40 News.
5.55 Nationwide (London and South-East only).
6.20 Nationwide.
6.50 The Osmonds (London *and South-East only*).
7.20 Blake's Seven.
8.10 Miss England 1979.
9.00 News.
9.25 King.
10.50 Tonight.
11.30 Worlds Without Sun.
11.55 am Weather / Regional News.

All Regions as BBC 1 except at the following times:

Scotland—5.55-6.20 pm Reporting Scotland. 6.50-7.20 Sing Along With Sunshine. 11.00-11.35 Tuesday Night. 11.35-12.00 Worlds Without Sun. 12.00 News and Weather for Scotland.

Wales—5.55-6.20 pm Wales Today. 6.50 Heddiw. 7.10 Pobol y Cwm. 7.40-8.10 A Question of Sport. 12.00 News and Weather for Wales.

Northern Ireland—5.55-6.20 pm Scene Around Six. 6.50-7.20 The Skirl of the Pipes. 12.00 News and Weather for Northern Ireland.

England—5.55-6.20 pm Look East (Norwich): Look North (Leeds, Manchester, Newcastle); *Midlands Today (Birmingham)*: Points West (Bristol): South Today (Southampton): Spotlight South West (Plymouth). 6.50-7.20 East (Norwich) The East Anglians; Midlands (Birmingham) The Cheapest Show on the Telly; North (Leeds) It Seems *Like Yesterday; North East* (Newcastle) Tuesday North; North West (Manchester) Hetty Royce *Drove Home;* South (Southampton) The Getaways; South West (Plymouth) Peninsula; West (Bristol) Public Life.

BBC 2

6.40-7.55 am Open University.
11.00 Play School.
4.50 Open University.
6.55 Opera Cartoons for Opera Month.
7.20 Mid-Evening News.
7.30 The Money Programme.
8.10 Life on Earth.
9.05 Call My Bluff.
9.35 Man Alive.
10.25 News.
10.40 The Old Grey Whistle Test.

LONDON

9.30 am Neddy. 9.40 Cartoon Time. 10.00 *Nature of Things*. 11.50 Animated Classic. 11.35 Showjumping with Harvey Smith. *12.00 Just So Stories*. 12.10 pm Rainbow. 12.30 The Cedar Tree. 1.00 News. 1.20 Thames News. 1.30 Crown Court. 2.00 After Noon Plus. 2.25 Today Mexico—Tomorrow the World. 3.00 "River of Gold," starring Ray Milland. 4.20 Get It Together. 4.45 Magpie.

5.15 The Brady Bunch.
5.45 News.
6.00 Thames at 6.
6.25 Help!
6.35 Crossroads.
7.00 *How's Your Father?*
7.30 Charlie's Angels.
9.00 ITV Playhouse.
10.00 News.
10.30 Lou Grant.
11.30 For Better For Worse.
12.00 Elaine the Singer of the Song.
12.15 am Close: Peter Denny-Jones reads the Easter story with a painting by Tintoretto.

All IBA Regions as London *except at the following times:*

ANGLIA

9.35 am Betty Boop Cartoon. 9.40 Butlin's Grand Masters Darts Championships. 10.10 England Their England. 10.35 Europe '79. 11.00 A Big Country. 11.30 Halas And Batchelor Cartoon. 1.25 pm Anglia News. 2.00 Houseparty. 2.25 This Year, Next Year. 3.20 Out of Town. 3.50 The Electric Theatre Show. 5.15 Emmerdale Farm. 6.00 About Anglia. 7.00 Survival. 7.30 How's Your Father? 8.00 Charlie's Angels. 10.30 *Fantasy Island*. 12.00 *Winners And Losers*. 12.30 am Christians in Action.

ATV

9.45 am Angling Today. 10.10 [illegible]. 10.45 The Entertainers: [illegible]. 11.10 The *Mackenzie Affair*. 1.20 ATV Newsdesk. 2.25 Tuesday Movie: "Judith." 5.15 Gambit. 6.00 ATV Today. 7.00 Emmerdale Farm. 8.30 How's Your Father? 10.30 *Richie Brockelman, Private Eye*. 11.30 Snooker—The State Express Grand Masters Challenge. 12.15 am Something Different.

BORDER

9.30 *am Morning Film:* "Ivanhoe" starring Robert Taylor, Elizabeth Taylor and George Sanders. 11.20 Wildlife Cinema. 1.20 pm Border News. 2.00 Houseparty. 2.25 This Year, Next Year. 3.20 Bygones. 3.50 You're Only Young Twice. 4.20 Get Together. 4.45 Magpie. 5.15 Out Of Town. 6.00 Lookaround Tuesday. 7.00 Emmerdale Farm. 7.30 How's Your Father? 8.00 Charlie's Angels. 10.30 Rafferty. 12.00 Border *News Summary*.

CHANNEL

1.18 pm Channel Lunchtime News and What's On Where. 2.30 The Electric Theatre Show. 5.15 Survival. 6.00 Report At Six. 7.00 Treasure Hunt. 7.30 How's Your Father? *8.00 Charlie's Angels*. 10.28 Channel Late News. 10.32 Review. 10.42 Celebrity Concert: Cleo Laine. 12.10 am Police Surgeon. 12.35 am Commentaires et Previsions Meteorologiques.

GRAMPIAN

9.25 am First Thing. 9.30 Junior Matinee: "Knights of the Round Table," starring Mel Ferrer, Robert Taylor and Ava Gardner. 1.20 pm Grampian News Headlines. 5.15 Gambit. 6.00 Grampian Today. 6.05 Country Focus. 10.30 Survival Special. *12.00 Reflections*. 12.05 am *Grampian* Late Night Headlines.

GRANADA

9.30 am Sesame Street. †10.25 Tuesday Matinee: Dermot Walsh and Lana Morris in "The Straw Man." 1.20 pm Dodo. 2.25 This Year, Next Year. 3.20 Out of Town. 3.50 Gambit. 5.15 Mork and Mindy. 6.00 Granada Reports. 6.30 Emmerdale Farm. 7.00 University Challenge. 8.30 *How's Your Father*. 10.30 Rafferty. 12.00 George Hamilton IV.

HTV

10.20 am Cash And Company. 11.10 The Rolf Harris Show. 1.20 pm Report West Headlines. 1.25 Report Wales Headlines. 2.25 Tuesday Matinee: "The [illegible] Gun in the West." 5.15 The [illegible] Show. 6.00 Report West. 6.15 Report Wales. 6.30 [illegible] And [illegible]. 7.00 Mr. and Mrs. 7.30 How's Your Father? 8.00 Charlie's Angels. 10.30 The New Avengers.

HTV Cymru/Wales—As HTV General Service except: 1.20-1.25 pm Penawdau Newyddion y Dydd. 6.00-6.15 Y Dydd. 6.30-7.00 Survival. 10.30 [illegible]. 11.15 World in Action. 11.45-12.15 am [illegible] And Her.

HTV West—As HTV General Service except: 9.55-10.20 am Survival. 1.20-1.30 pm Report West Headlines. 6.15-6.30 Report West.

SCOTTISH

9.30 am Junior Matinee. 9.50 Feature *Film: "Lady L." starring Sophia Loren*. 11.20 A Kind of Seeing. 1.25 pm News and Road and Weather. 5.15 The Rolf Harris Show. 6.00 Scotland Today. 6.30 What's Your Problem? 7.00 Emmerdale Farm. 7.30 The Six Million Dollar Man. 8.30 Thingummyjig. 10.30 Late Call. 10.35 Young Ramsay. 11.30 Snooker State Express Challenge.

SOUTHERN

9.30 am Untamed World. 9.55 Cash And Company. 10.45 Space 1999. 1.20 pm Southern News. 2.00 Houseparty. 2.25 This Year, *Next Year*. 3.20 *Fireside* Theatre. 5.15 Happy Days. 6.00 Day By Day. 7.00 Emmerdale Farm. 8.30 How's Your Father? 10.30 Southern News Extra. 10.35 National Student Drama Festival. 11.20 For Better For Worse.

TYNE TEES

9.25 am The Good Word followed by North East News Headlines. 9.30 George Hamilton IV. 9.55 Morning Movie: "The Finest Hours." 1.20 pm North East News and Lookaround. 2.25 This Year, Next Year. 3.20 Untamed Frontier. 3.50 Bailey's Bird. 5.15 Mork and Mindy. 6.00 Northern Life. 7.00 Emmerdale Farm. 7.30 How's Your *Father? 8.00 Charlie's Angels*. 10.30 The New Avengers. 12.00 Epilogue.

ULSTER

10.00 am Tuesday Morning Movie: "The Day The Earth Caught Fire," starring Janet Munro and Edward Judd. *1.20 pm Lunchtime. 6.00 Good Even*ing Ulster. 7.00 Emmerdale Farm. 7.30 Charlie's Angels. 8.30 How's Your Father? 10.30 Just Friends. 11.30 Bedtime.

WESTWARD

9.40 am Friends Of Man. 10.05 Feature Film: "The Master of Ballantrae" starring Errol Flynn. 12.27 pm Gus Honeybun's Birthdays. 1.20 Westward News Headlines. 2.25 This Year, Next Year. 3.20 The Practice. 3.50 The Electric Theatre Show. 5.15 Survival. 6.00 Westward Diary. 7.00 *Treasure Hunt. 7.30 How's Your Father?* 8.00 Charlie's Angels. 10.28 Westward Late News. 10.30 Celebrity Concert (Cleo Laine). 12.00 Police Surgeon. 12.25 am *Faith For Life*. 12.40 West Country Weather.

YORKSHIRE

9.30 am Friends Of Man. 10.00 Charlton And The Wheelies. 10.10 Tarzan. 10.55 Cartoon Time. 11.10 The Lost Islands. 1.20 pm Calendar News. 2.25 This Year, Next Year. 3.20 Calendar Tuesday. 3.50 Stars on Ice. 5.15 Sam. 6.00 Calendar (Emley Moor and *Belmont editions*). *7.00 Emmerdale* Farm. 7.30 How's Your Father? 8.00 Charlie's Angels. 10.30 Disappearing World.

RADIO 1

(S) Stereophonic broadcast

5.00 am As Radio 2. 6.00 Dave Lee Travis. 9.00 Simon Bates. 11.31 Paul Burnett. 2.00 pm Tony Blackburn. 4.31 *Kid Jensen*. 5.30 Newsbeat. 7.00 Personal Call. 8.00 Andy Peebles. 9.50 Newsbeat. 10.00 John Peel (S). 12.00-5.00 am As Radio 2.

RADIO 2

5.00 am News Summary. 5.02 Tony Brandon (S). 7.32 Ray Moore (S) including 8.27 Racing Bulletin and 8.45 Pause for Thought. 10.03 Jimmy Young (S). 12.15 pm Waggoners' Walk. 12.30 Pete Murray's Open House (S). 2.30 John Dunn (S). 4.45 Waggoners' Walk. 6.45 Sports Desk. 7.02 On The Third Beat (S). 7.30 Folk '79 (S). 8.02 Tuesday Night Is Gala Night (S). 9.02 Among Your Souvenirs (S). 9.55 Sports Desk. 10.02 Variety Club. 11.02 Brian Matthew with Round Midnight, including 12.00 News. 2.02-5.00 am You And The Night And The Music with Ruth Cubbin (S).

RADIO 3

†6.55 am Weather. 7.00 News. 7.05 Overture (S). 8.00 News. 8.05 *Morning* Concert (S). 9.00 News. 9.05 This Week's Composer: Falla (S). 10.00 New Music From East Germany, Concert part 1: Goldmann (S). 10.30 *Interval Reading*. 10.35 Concert, part 2: Dessau, Dittrich. 11.20 Concert Club (S). 12.10 pm Cardiff Midday Prom, part 1: Mozart, Strauss (S). 1.00 News. 1.05 The Arts Worldwide. 1.25 Cardiff Midday Prom, part 2: Brahms (S). 2.15 Music At St. George's, Bristol (S). 3.15 Quintet Of Winds (S). 3.45 A Historic "Cosi": Glyndebourne 1950 excerpts from Mozart's opera. 4.55 Jazz Today (S). 5.25 Homeward Bound (S). †5.45 News. †5.50 Homeward Bound. †6.15 At Home Concert. 7.10 "Poor Old Simon," by James Saunders. 7.30 The Art of Gladys Ripley. 8.00 Richter And Muti in A *Mozart Concert*, part 1 (S). 9.00 What The Complex Did To Oedipus (talk by Professor D. Z. Phillips). 9.20 Mozart Concert, part 2 *(S). 10.00 The Silence Of Isaac Babel* compiled and narrated by Gerald Roberts. 11.00 Building A Library of Records (S). 11.55-12.00 News.

VHF Only—6.00-7.00 am and 5.45-7.10 pm Open University.

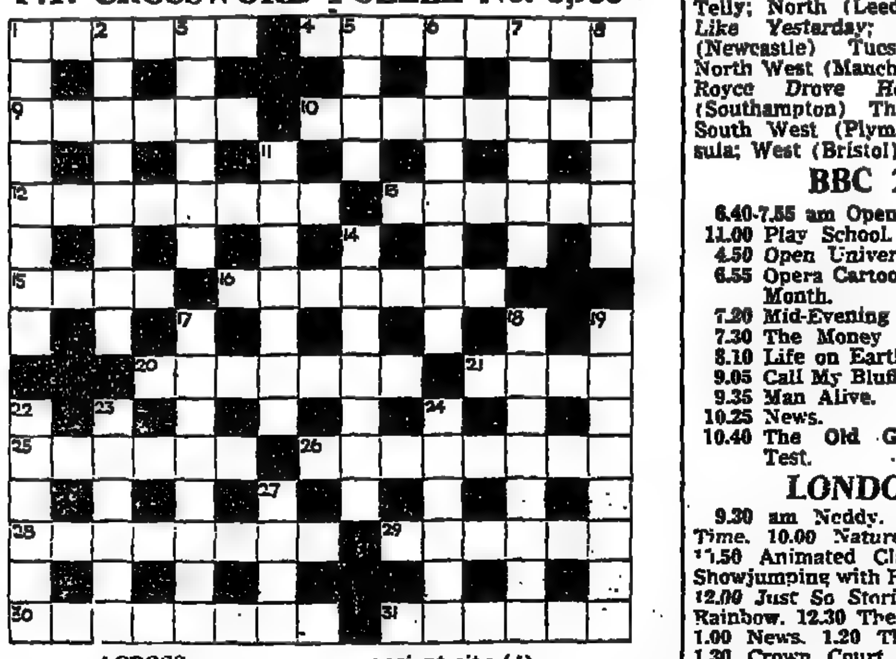
RADIO 4

6.00 am News Briefing. 6.10 Farming Today. 6.25 Shipping forecast. 6.30 *Today including 6.45 Prayer for the* Day. 7.00, 8.00 Today's News. 7.30, 8.30 News Headlines. 7.45 Thought for the Day. 8.35 Yesterday in Parliament. 9.00 News. 9.05 Tuesday Call. 10.00 News. *10.05 Local Time*. *10.30 Daily* Service. 10.45 Morning Story. 11.00 Thirty-Minute Theatre. 11.30 Weigh In: The Facts And Fallacies Of Dieting. *11.45 Listen With Mother*. 12.00 News. 12.02 pm You And Yours. 12.20 Desert Island Discs. 12.55 Weather; programme news. 1.00 The World At One. 1.40 The Archers. 1.55 Shipping forecast. 2.00 News. 2.02 Woman's Hour. 3.00 News. 3.05 Plays on Four. 3.30 Prime Minister's Question Time. 3.35 Afternoon Theatre. 4.35 Story Time. 5.00 News. 5.50 Shipping forecast. 5.55 Weather; programme news. 6.00 News. 6.30 Many a Slip (S). A Minute (S). 7.00 News. 7.05 The Archers. 7.20 File On 4. 8.00 An Ordinary Pebble (S). 8.45 Science Now. *9.30 Kaleidoscope*. 9.59 Weather. 10.00 The World Tonight. 10.30 The News Quiz (S). 11.00 A Book at Bedtime. 11.15 The Financial World Tonight. 11.30 Today in Parliament. 12.00 News.

London Broadcasting

5.00 am Morning Music. 6.00 The A.M. Show. 10.00 Brian Hayes. 1.00-8 pm *LBC Reports with George Gale* at 3.00. 8.00 After Eight. 9.00 Nightline. 1.00 am Night Extra.

F.T. CROSSWORD PUZZLE No. 3,938



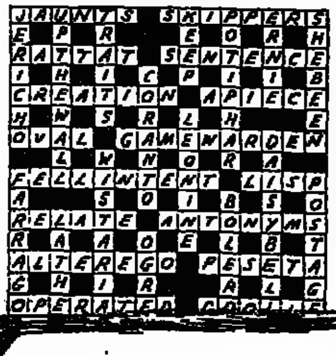
ACROSS

1 Fall out possibly in the *North (6)*
4 The persistent keep watch aboard (8)
9 A beginner that is *following* a bird (6)
10 Oil a must possibly for compensation (8)
12 Tell came round for a fellow prisoner (4,4)
13 Control shown by member in Ireland (6)
15 *Sayings can be cutting* (4)
16 Irish and German co-operation with natives of N.W. frontier (7)
20 You need backbone to master an engine (7)
21 Yielding to temptation in season (4)
25 Surprise title for a capital down under (6)
26 Salute to a town for its output (8)
28 Spanish province in afterthought for perfect models (8)
29 One in position to fish (6)
30 This way is proverbially always straight (4,4)
31 Makes up for one in the Women's Army (6)

DOWN

1 Carapace for one difficult to reform (4,4)
2 Inadequate legislation to support the needy (4,4)
3 "It is a riddle wrapped in a mystery inside an ——" *(Churchill)* (6)
5 We get the measure of an ancient city (4)
6 Tea (China) for the well-*known prince* (8)
7 The draught of immortality (6)
8 Fine weather brings forth the adder (6)
11 Here we have the Case of the Diplomat (7)
14 A talk should have wit to feature (7)
17 Crazy gear for nearly everyone in a song (8)
18 *Presumably a gay capitalist* (8)
19 After a show writers make safe enclosures for baby (4-4)
22 Each LP can be used in church (6)
23 The king gets right on with the order (6)
24 Everyone in a temper must go to bed (6)
27 It is soon *unknown* (4)

Solution to Puzzle No. 3,937



ENTERTAINMENT GUIDE

OPERA & BALLET

COLISEUM. Credit cards. 01-240 5258. Reservations 01-836 3161. ENGLISH NATIONAL OPERA Tomor & Sat at 7.00: The Marriage of Figaro. Fri at 7.00: Carmen. 104 balcony seats avail. for all perfs. from 10.00 on day of perf.

COVENT GARDEN. CC. 240 1066. (Gardencharge Credit Cards 836 6903). THE ROYAL OPERA Ton't & Sat. 7.00 Don Carlos THE ROYAL BALLET Tomor & Thur 7.30 Mayerling. Fri. 7.30 Diversions, La Fin du Jour, Elite 7.30 Diversions, La Fin du Jour, Elite Syncopations. 65 Amphi seats avail. for all perfs. from 10 am on day of perf.

SADLER'S WELLS THEATRE. Rosebery Ave. [illegible] April 17 to 21. [illegible] Opera.

THEATRES

ADELPHI THEATRE. 01-836 7611. Evgs 7.30. Mats Thurs. 3.00. Sat. 4.00. [illegible] IT'S GREAT ENTERTAINMENT IT'S SPECTACULAR IT HAS WONDERFUL SONGS [illegible] LONDON'S HAPPIEST MUSICAL Over 150 perfs. Now booking to Sept. SPECIAL PERF. GOOD FRIDAY [illegible]

ALBERY. From 8.30 am. 836 3878. CC. Bkgs. 836 1071-3. Party rates. Evgs. 7.45. Thurs. and Sat. 4.30, 8.00. "A THOUSAND TIMES WELCOME IS LIONEL BART'S "MIRACULOUS MUSICAL." Fin. Times. OLIVER with ROY DOTRICE GILLIAN BURNS, MARGARET BURTON CHILDREN'S HALF-PRICE OFFER DAY OF PERF. NOW BOOKING TO 1980.

ALDWYCH. 836 6404. Info. 836 5332. ROYAL SHAKESPEARE COMPANY (Box Office open 10 am-8 pm) New London season opens next week. LOVE'S LABOUR'S LOST (new prod prev. Wed. 7.30), Press night Thur. 7.00, then Sat. 7.30, with THE TAMING OF THE SHREW (seats from 24 April) Bulgakov's Russian masterpiece THE WHITE GUARD (prevs. from 23 May). Also tkts. for new WAREHOUSE season (see under W).

AMBASSADORS. 836 1171. Until Sat. Evgs. 8. Sats 5 & 8. Mat. Tues. 2.45. ANNA MANAHAN in THE SEVEN STAGES OF ANNA

AMBASSADORS. CC. 01-836 1171. Red. Price Previews from April 11. Mon.-Sat. 8 pm. Opens April 23 at 7 pm. Sub eve 8 pm. Fri. and Sat. 5.30 & 8.40. DINSDALE LANDEN, GWEN WATFORD DAVID BURKE ANGELA DOWN in BODIES by James Saunders. Special Perf. Good Friday 8 pm.

APOLLO THEATRE. CC 01-437 2663. Prev. Apl 17 8.0. Opens Apl 18 at 7.0. Subs Evs 8. Sat 5.0 & 8.0. Mat Thur 3.0. IAN LAVENDER CHRISTOPHER TIMOTHY and JULIA FOSTER in HAPPY BIRTHDAY A new comedy by Marc Camoletti and Beverley Cross, the authors of "BOEING BOEING."

ARTS THEATRE. 01-836 2132. TOM STOPPARD'S DIRTY LINEN "Hilarious . . . see it." Sun. Times. Monday to Thursday 8.30. Friday and Saturday 7.00 and 9.15.

ASTORIA THEATRE. CC. Charing Cross Rd. 734 4291 or 439 8031. Mon.-Thur. 8.00 pm. Fri. and Sat. 6.00 and 8.45. ELVIS BEST MUSICAL OF 1977 EVENING STANDARD AWARD Group bookings 01-437 3856. NO PERF. GOOD FRIDAY.

CAMBRIDGE. 01-836 6056. B.O. opens Mon-Sat. 10 am-10pm. Sun 11 am-7 pm Credit Cards 01-836 7040 *RED PRICE PREVS. FROM MARCH 30* Mon.-Thurs. 8.0, Fri. & Sat. 5.0 and 8.30 Opens April 10 at 7.00. CHICAGO THE HIT BROADWAY MUSICAL Group Bookings 01-437 5250. SPECIAL PERF GOOD FRIDAY 8 pm.

COMEDY THEATRE. CC. 01-930 2578. *OPENING FRIDAY APRIL 6 at 8.30* Subs Mon-Sat 9.0. Mats Fri and Sat 6.30 THE ROCKY HORROR SHOW

CRITERION. From 8.30. 930 3216. CC bkgs. 836 1071. Evs. Mon. to Thurs. 8.00. Fri. and Sat. 5.45 and 8.30. No Perfs. Good Friday. BEST COMEDY OF THE YEAR *Evening Standard Drama Awards* GLOO JOO "Michael Hastings' quick-witted farce on how to become a legal immigrant in one easy wedding." Observer. "THE MOST HILARIOUS PLAY FOR YEARS." Financial Times.

DUCHESS. 01-836 8243. Mon. to Thurs. *Evgs. 8.00*. Fri. and Sat. 5.30 and 8.15 OH! CALCUTTA! "The nudity is stunning." Daily Tel. Ninth Sensational Year.

DUKE OF YORK'S. CC. 01-836 5122. Evenings 8.0 pm. Mats. Thurs. 3.0 pm. Sats. 5.30, 8.30. TOM COURTENAY FELICITY KENDAL CLOUDS "IS BLISS." Observer "MICHAEL FRAYN'S FUNNIEST PLAY." Daily Telegraph *No Perfs. Good Friday.*

FORTUNE. 836 2238. Evgs. 8.00. Thurs. 3.00 Saturdays 5.00 and 8.00. AGATHA CHRISTIE'S MURDER AT THE VICARAGE FOURTH GREAT YEAR

GARRICK. CC. 01-836 4601. Evs. 8.00 (sharp). Wed. 3.00 Sat. 5.30 and 8.30. DENNIS QUILLEY in IRA LEVIN'S New Thriller DEATHTRAP "THREE CHEERS FOR TWO HOURS OF VERY INGENIOUS VERY FUNNY MARVELLOUS ENTERTAINMENT." S.Tel "VERY EXCITING." Fin. Times

GLOBE THEATRE. CC. 01-437 1592. 8.15 Wed. 3.0. Sats. at 6.00 8.40 SPECIAL PERF. GOOD FRI 8.15. ALISON STEADMAN CHRISTOPHER CAZENOVE in JOKING APART "ALAN AYCKBOURN has done it again. His latest comedy sparkles with wit." NOW. "SPLENDIDLY FUNNY." D. Exp. "IT'S A HIT. NO JOKING." S. Mirror.

GREENWICH THEATRE. 01-858 7755. Prev Wed 8.00. Opens Thur 7.0. Subs evgs 8.0 Mat Sats 2.30. Etherege's restoration comedy SHE WOULD IF SHE COULD. Directed by Jonathan Miller.

HAYMARKET. 01-930 9832. Evgs 8.00 Wed. 2.30 Sat. 4.30, 8.00. KEITH MICHELL SUSAN HAMPSHIRE in the new SHERLOCK HOLMES MYSTERY THE CRUCIFER OF BLOOD by PAUL GIOVANNI "The kind of spectacle I cannot recall since boyhood . . . terrific stuff. Ev. News.

HER MAJESTY'S. CC. 930 6606 Evgs. 8.00. Wed. 3.00. Sat. 5.15 and 8.40 AIN'T MISBEHAVIN' The new Fats Waller Musical Show "A riotous hit." Daily Mail.

KING'S HEAD. 226 1916. Ton't Dnr 7.00 Show 8.00. Shared Experience's SCIENCE FICTIONS

LYRIC THEATRE. CC 01-437 3686. Evenings 8.0. Thurs. 3.0. Sat 5.0 8.30. BARBARA JEFFORD FRANK FINLAY FILUMENA *by Eduardo de Filippo* Directed by FRANCO ZEFFIRELLI Society of West End Theatres Award. COMEDY OF THE YEAR. "TOTAL TRIUMPH." Evg. News. "AN EVENT TO TREASURE." D. Mir. "MAY IT FILL THE LYRIC FOR A HUNDRED YEARS." Sunday Times.

THEATRES

MAY FAIR. 01-629 3036. Evenings 8.00. Sat. 6.00 and 8.45. A DAY IN HOLLYWOOD A NIGHT IN THE UKRAINE A MARX BROTHERS ENTERTAINMENT "Superlative non-stop comedy." E. News. "A scorcher of home-grown entertainment." D. Mail. "A laugh riot . . . *sheer fun . . .* not to be missed. Treat yourself to a good time and see it." S. Express. "The funniest show I have seen in five years." Capital Radio.

NATIONAL THEATRE. 928 2252. "LIMITED DECOR" LOW-PRICE PERFORMANCES DESPITE CONTINUING UNOFFICIAL STRIKE ACTION. OLIVIER (open stage). Tonight 7.30 Galsworthy's STRIFE. All tickets £2. LYTTELTON (proscenium stage). Tomor. & Thur. 7.45 Congreve's THE DOUBLE DEALER. All tickets £2. COTTESLOE (small auditorium). All week at 8.00 LARK RISE. All Tickets 90p. Platform performance Tonight Olivier 5.45 NT actors in new play by Dawn G[illegible] LIES IN PLASTIC SMILES (45 min. tk's. 50p). Car Park. Restaurant 928 2033. Credit Card bookings 928 3052. Tickets already purchased at full price for these dates are still valid: the excess money will be refunded.

OPEN SPACE. 387 6969. [illegible] MOVING BEING in VENUS IN FURS.

PALACE. CC 01-437 6834. Mon.-Thurs. 8.00 Fri. & Sat. 6.00, 8.40. JESUS CHRIST SUPERSTAR by Tim Rice and Andrew Lloyd-Webber.

PALLADIUM. CC. 01-437 7373. CLIFF'S BACK CLIFF RICHARD returns on MON. May 14th FOR 2 WEEKS ONLY BOX OFFICE NOW OPEN

PHOENIX THEATRE. CC. 01-836 2294. Evs 8.00, Wed. 3.00, Sat. 5.00 and 8.30. DIANA RIGG, JOHN SHAW in NIGHT AND DAY A new play by TOM STOPPARD Directed by Peter Wood BEST PLAY OF THE YEAR Evening Standard Drama Award

PICCADILLY. From 8.30 a.m. 437 4506. Credit Card bookings 836 1071 [illegible] 8.00. Sats. 5.15 and 8.15 No 8.15 perf. April 7 and 21. A NIGHT WITH DAME EDNA [illegible] GOOD SEATS AT DOORS ENDS APL. 28 LAST 4 WEEKS

PRINCE EDWARD. CC. 01-437 6877. Evenings 8.00. Mats. Thurs. Sat. 3.00. EVITA by Tim Rice and Andrew Lloyd-Webber. Directed by Harold Prince.

PRINCE OF WALES. 01-930 8681. Credit card bookings 930 0846. Mon. to Thurs. 8.0 Friday and Sat. 6.00 and 8.45. ALAN AYCKBOURN'S smash-hit comedy BEDROOM FARCE "If you don't laugh sue me." D. Exp. A National Theatre Production.

QUEEN'S. CC. 01-734 1166. Evgs. 8.0. Fri. and Sat. 6.00 and 8.45. "MAGICAL" TOMMY "A DREAM OF A SHOW." Evg. News. by PETER TOWNSEND and THE WHO. A ROCK MUSICAL with ALLEN LOVE, PETER STRAKER, ANNA NICHOLAS and BOB GRANT.

RAYMOND REVUEBAR. CC. 734 1593. At 7.00, 9.00, 11.00 pm. Open Suns. Paul Raymond presents THE FESTIVAL OF EROTICA Fully air-conditioned 21st YEAR.

ROYALTY. CC. 01-405 8004. Monday-Thursday evenings 8.00. Friday 5.30 and 8.45. Saturdays 3.00 and 8.00. BUBBLING BROWN SUGAR NOW IN ITS 2nd GREAT YEAR Book by telephone for the entire family. Easy parking

ROYAL COURT. 730 1745. Evgs. 7.00 Sat 4.30, 8.30. Joint Stock Th. Co. in Caryl Churchill's CLOUD NINE

SAVOY THEATRE. 01-836 8888. Credit Cards 01-734 4772. WHOSE LIFE IS IT ANYWAY PLAY OF THE YEAR West End Theatre Award By Brian Clark. "A momentous play, I urge you to see it." Gdn. Evs. 8.00. Sat 5.45, 8.45. Red. Mats. Wed. 3.00. Second Great Year.

SHAFTESBURY. 01.836 6596. CC. 01-836 4255. Evgs 7.45. Wed. & Sat. 4.30 & 8. JESSIE EVANS ANNA SHARKEY PERCY HERBERT BUDDY ELIAS in CANTERBURY TALES THE ORIGINAL AWARD-WINNING COMEDY MUSICAL Opens April 24 at 7. Previews from April *12 50p to £3 (Fri. & Sat.* Evgs. 50p to £4).

STRAND. 01-836 2660. Evenings 8.00. Mats. Thurs. 3.00, Sats. 5.30 and 8.30. NO SEX PLEASE WE'RE BRITISH LONGEST RUNNING COMEDY IN THE WORLD

STRATFORD-UPON-AVON. Royal Shakespeare Theatre (0789) 292271. Tickets immediately available for RSC in THE MERRY WIVES OF WINDSOR tonight, *tomor. April 4 & 5 (m&e) 6 7 (mt).*

ST. MARTIN'S. 836 1443. Evs 8. Mat. Tues. 2.45. Sat. and Good Fri. 5. 8. AGATHA CHRISTIE'S THE MOUSETRAP WORLD'S LONGEST-EVER RUN 27th YEAR

TH. UPSTAIRS. 730 2554. Last Perfs. Today 2 Tmcr. & Thu 2 & 7.30 Fri. & Sat 7.30 1979 YOUNG WRITERS FESTIVAL.

VAUDEVILLE. CC. 01-836 9988. Evs. 8. Mat. Weds 2.45. Sats. 5.00. 8.00. JEAN KENT and JOYCE CAREY (as Miss Marple) A MURDER IS ANNOUNCED by AGATHA CHRISTIE "A VINTAGE PIECE OF CHRISTIE . . . WHODUNITRY" Sunday Press. "A WELL-LOVED PARTY GAME BY THE BEST CONJUROR IN THE BUSINESS." Financial Times. Recorded booking info. (0789) 69191 CYMBELINE. Apr 11. 12. 13. 14

ST. GEORGE'S SHAKESPEARE THEATRE. 01-607 1128. Tufnell Park Road. Season opens April 23 Evgs. 7.40. (Ap. 25 at 7) Mats Tues Thurs 2.30. JULIUS CAESAR

TALK OF THE TOWN. CC. 01-734 5051 AIR CONDITIONING CREDIT CARDS CELEBRATING 21 YEARS From 8. Dining and Dancing. 9.30 SUPER REVUE "BUBBLY" At 11 GRACE KENNEDY

VICTORIA PALACE. CC 01-828 4735-6. 01-834 1317. Evs 7.30 Mats Wed and Sat. 2.45. STRATFORD JOHNS SHEILA HANCOCK ANNIE "BLOCKBUSTING SMASH-HIT MUSICAL" Daily Mail Best musical of the year 1978 Evg Standard Drama Award.

WAREHOUSE. Donmar Theatre, Covent Garden. Box Office 01-836 6808. Book now for new season from 9 April. Howard Brenton's THE CHURCHILL PLAY. Premiere Tom McGrath's THE INNOCENT (The Merchant of Venice *sold out*). Advance bookings Aldwych Theatre (10 am-6 pm).

WESTMINSTER. CC. 834 0283. THE WORST OF KENNETH ROBINSON Opens Apr 25 BOOK NOW. Only 26 Performances. £2, £3, £4.

WHITEHALL. CC. 01-930 6692-7765 Monday to Thurs. 8.00. Matinees Fri. and Saturday 6.15 and 8.45. IPI TOMBI The African Musical Explosion *A pulsating riot of Dance and Song* FOURTH GREAT YEAR.

WINDMILL. CC. 437 6312. *Nightly at 8.00 and 10.00 Sunday 6.00 and 8.00. Paul Raymond presents RIP OFF! The erotic experience of the modern era. Now showing new second edition, new girls, new acts, new production.*

THEATRES

WYNDHAM'S. From 8.30 am. 01-836 3028. Credit card bkgs. 836 1071. Mon. Thurs. 8.00. Fri. and Sat. 5.15. 8.30. "ENORMOUSLY RICH" *Mary O'Malley's smash-hit comedy* ONCE A CATHOLIC "VERY FUNNY." Evg. News. "Sure-fire comedy of sex and religion." Dly. Tel. "MAKES YOU SHAKE WITH LAUGHTER." Guardian.

YOUNG VIC. 928 6363. INTERNATIONAL PUPPET FESTIVAL. Ring Box Office for details. SHAKESPEARE TRIOLOGY. See under OLD VIC.

YOUNG VIC. 928 6363. From Apl 23 Phil Woods' adaptation of CANTERBURY TALES returns for one week. LOOK BACK IN ANGER returns from May 1.

CINEMAS

ABC 1 and 2, Shaftesbury Ave. 836 8861. Sep. perfs. All seats bookable. 1: THE DEER HUNTER (X). Wk. and Sun. 2.15, 7.30. 70mm Dolby stereo. 2: SUPERMAN (A). Wk. and Sun. 2.00, 5.00, 8.10.

CAMDEN PLAZA Camden Town 485 2443 (opp. Tube) MAX OPHULS' MADAME DE . . . (A). Progs. daily 2.05, 4.15, 6.30, 8.50.

CLASSIC 1, 2, 3, Haymarket (Piccadilly Circus Tube). 01-839 1527. 1: Gregory Peck, Laurence Olivier THE BOYS FROM BRAZIL (X). Progs. 12.50, 2.50, 5.30, 8.15. 2: Last 3 days! Gregory Peck, Laurence Olivier THE BOYS FROM BRAZIL (X). Progs. 2.20, 5.05, 7.50. 3: Ingrid Bergman, Liv Ullman AUTUMN SONATA (AA). Progs. 1.45, 3.55, 6.10, 8.25. Visit our new American-style SODA FOUNTAIN RESTAURANT. Open till *midnight*. Table reservations 930 1787.

CLASSIC 1, 2, 3, 4, Oxford Street. 636 0310 (opp. Tottenham Court Rd. Tube). 1: *Donald Sutherland* INVASION OF THE BODY SNATCHERS (X) in Dolby Stereo. Progs 1.30, 3.50, 6.10, 8.30. 2: LEMON POPSICLES (X). Progs. 2.00, 4.10, 6.25, 8.35. 3: JULIA (A). 4.25, 8.40. TURNING POINT (A). 2.15, 6.25. 4: Alan Alda, Ellen Burstyn SAME TIME NEXT YEAR (AA). Progs. 1.30, 3.40, 6.10, 8.30.

CLASSIC. Leicester Square. 01-930 6915. THE HILLS HAVE EYES (X). Peter Barkworth MR. SMITH (X). Progs. 12.50, 3.15, 5.40, 8.05.

LEICESTER SQ. THEATRE. 01-930 5252. *THE PASSAGE* (X). Sep. progs. Wk. 1.15, 4.45, 8.15. All seats bkble in advance at Box Office or by post for 8.15 prog. Mon.-Fri.

ODEON HAYMARKET. 930 2738-2771. MAGIC (X). Sep. perfs. Wk. 2.15, 5.15, 8.15. All seats bkble at Box Office or by post.

ODEON LEICESTER SQUARE. (930 6111). Neil Simon's CALIFORNIA SUITE (AA). Sep. perfs. Dly. doors open 1.45, 4.45, 7.45. All seats bkble at box office or by post. Box Office open Mon.-Sat. 10.30 am-8.00 pm.

ODEON MARBLE ARCH W2. 723 2011-2. DAMIEN-OMEN II (X). Sep. progs. Wk. doors open 1.30, 4.15, 7.15.

PRINCE CHARLES, *Leic. Sq. 01-437 8181.* IN PRAISE OF OLDER WOMEN (X). Sep. perfs. Dly. (inc Sun.) 3.10, 5.55, 8.35. Late show Fri. and Sat. 11.15. Seats bookable. *Licensed Bar.*

STUDIO 2, 3, 4, Oxford Circus. 437 3300. 2: Agatha Christie's DEATH ON THE NILE (A). Progs. 2.30, 5.25, 8.10. Late show Sat. 10.40. 3: An all-star cast in Robert Altman's A WEDDING (AA). Progs. 2.00, 5.10, 7.55. Late show Sat. 10.45. 4: THE DEER HUNTER (X). Sep. Perfs. Daily 12.30, 4.05, 7.40. Late show Sat. 11.25. Seats bookable.

ART GALLERIES

BROWSE & DARBY, 19, Cork St., W.1. FINE BRITISH & FRENCH PAINTINGS 19th and 20th Century.

CRANE KALMAN GALLERY, 178 Brompton Rd., S.W.3. 01-584 7566. An Anthology of English Women Painters: Mary Newcombe, Catherine Wilson, Ann Redpath, Angela Verren, Sheila Fell, Winifred Nicholson, etc. Until 28 April. Mon.-Fri. 10-6. Sats. 10-4.

FIELDBOURNE GALLERIES, 63, Queen's W.1. 01-935 3322. Fine 19th and 20th Century British & European oil paintings. Watercolours and graphics at keen trade prices. £100-£2,000. Mon.-Fri. 10-6.

HAMILTONS, 13, Carlos Place, London W.1. 499 9493/4. Paintings by Tilda Thamar, Peter Le Vasseur, and sculpture and drawings by Illo Signori. 9.30-5.30 weekdays, 10.00-1.00 Saturdays. The exhibition continues from the 3rd of April until the 30th of April.

HAMILTONS, 13, Carlos Place, near Grosvenor Square, London, W.1. 499 9493-4. Witty and decorative paintings by two internationally known artists Tilda Thamar and Peter Le Vasseur. Sculptures and drawings by the French master *Illo* Signori. Exhibition from 3rd April-30th April 1979. Weekdays 9.30-5.30. Saturdays 10.00-1.00.

JEAN ARP and HENRI MATISSE — 1st March to 12th April. Daily 10-5.30. Sat. 10-1. Theo Waddington, 25, Cork Street, London, W.1. Tel. 734 8534.

LEFEVRE GALLERY. CONTEMPORARY PAINTINGS. Weekdays 10-5. Sats. 10-1. At 30, Bruton Street, London, W.1. Tel. 01-493 1572.

MacCONNAL-MASON. SPRING '79. 19th Century European and Contemporary British Paintings. Fully illustrated catalogue available. 14, Duke Street, St. James's, London, S.W.1. Tel. 01-839 7693. 15, Burlington Arcade, Piccadilly, London, W.1. Tel. 01-499 6991.

MARLBOROUGH, 6, Albemarle St., W.1. THE SUTHERLAND GIFT TO THE NATION. A Loan Exhibition of Selected Works from the Picton Castle Collection. 29 March-28 April. Mon.-Fri. 10-5.30. Sat. 10-12.30.

MALL GALLERIES, The Mall, SW1. The Surreal Society of Painters, Sculptors and Printmakers. Daily inc. Suns. 10-5. Until 11 April. Adm. 20p.

REDFERN GALLERY, ERIC PAETZ: NEW PAINTINGS and Graphics by Friedrich Meckseper. April 3rd-May 2nd. 20, Cork Street, London, W.1. Mon.-Fri. 10-5.30. Sats. 10-12.30.

OMELL GALLERIES, 22, Bury Street, St. James's, S.W.1. 19th CENTURY ENGLISH AND CONTINENTAL OIL PAINTINGS. Our current stock comprises over five hundred selected works with prices from £400 to £8,000. For further details phone 01-839 4274-5.

OMELL GALLERIES, 40 Albemarle St., Piccadilly, W.1. New selection of fine modern French paintings, including Blanchard, Chaffoux, Deschamps, Gellin, Grizot, Herve, Jacob, Pesset, Robbin, etc. and fine modern British marine paintings and watercolours.

FINANCIAL TIMES SURVEY
Tuesday April 3 1979

Panama

The coming hand-over of the Canal by the U.S. is a great moment in history for the Panamanians. It will also provide opportunities for much needed economic and social development in a country where the gulf between rich and poor is dangerously wide and a lasting source of political friction.

Gates open to change

Hugh O'Shaughnessy

A STUDY of the car number plates circulating in Panama throws an interesting light on the country's state of affairs. Cars from the Canal Zone, a strip of land which stretches five miles each side of the Panama Canal, bisecting the Republic of Panama, and which is at the moment controlled by the U.S., bear the legend "Canal Zone, Funnel for World Trade."

"Look at what those highly-organised gringos have done," a Panamanian friend said to me. "They know they will be out before the end of the year so they are keeping the 1978 plates, not issuing new ones, just using a little sticker with '79 on it. They certainly know how to save money."

The 1979 number plates of Panama on the other hand proclaim "Panama Soberana"—Sovereign Panama. Months before the expected deadline of October 1 when the U.S.-controlled zone ceases to exist the Panamanians are expressing their rejoicing officially and publicly that they are recovering control over what for most of this century has been a country within their country.

While the U.S. government counts its pennies the Panamanians are celebrating in advance what they see as a splendid political victory. It doesn't stop there. The Panama telephone book bears the legend: "Full Sovereignty in the Year 2000." Seldom has any country lived so intensely for the future.

The coming months should indeed bring profound changes to Panama. On September 7 1977 President Jimmy Carter and Gen. Omar Torrijos, Panama's then head of government, signed new treaties which covered the abolition of the Panama Canal Zone as such, the reversion of full jurisdiction over the area to Panama's government and the winding down of the system of U.S. police and courts over a 30 month period. The treaties also covered continued management and defence of the 50-mile long waterway by the U.S. and Panama.

The Carter-Torrijos treaties were approved by a referendum of the Panamanian voters on October 23, 1977, and the U.S. Senate approved them in April last year. The documents are now going through their final and painful stage of ratification in the U.S. House of Representatives, a process that Mr. Carter is bending every effort to have completed by the October deadline.

If by any mischance the process were held up in the House by the Bill's hard-core opponents there can be no doubt whatsoever that this would lead to a burst of nationalistic anger in Panama at least as great as, and probably much greater, than the riots of 1964 in which much property was damaged and more than a score of people lost their lives.

Leaving that, happily rather remote, possibility aside Panama by the end of the year should be master in its own house and the nationalist pressures which have bedevilled Panama's relations with Washington to a large extent relieved. That fact will have deep and far-reaching effects on the economic and political structure of the country.

The economic effects of the move will be in the main very positive. Panama's direct income from the Canal will go up sharply. The Panamanian Government will receive an annual payment of 30 U.S. cents per ton of shipping using the Canal, and an additional fixed sum of $10m per annum which may be doubled if Canal revenues permit it. There will too be a $200m Export-Import Bank credit, up to $75m in housing guarantees from USAID, $20m in guarantees from the Overseas Private Investment Corporation and a $50m loan for the National Guard to buy arms.

More importantly, the Panamanian Government and business will have access to the economic opportunities provided by one of the world's great waterways. The ports at each end of the Canal will be turned over to Panama and the chance will be there for Panamanians to develop bunkering and ships' chandlery for vessels in transit.

At the Caribbean end of the Canal the freeing of new land for the development of the city of Colon could help to relieve the enormous political pressures which obtain there because of the appalling housing and employment situation.

The Colon Free Zone, discussed at greater length later in this survey, will be able to grow, slum clearance will be allowed to go ahead, tourist facilities may be built and the development of new assembly industries made possible.

With the threat of a new big political explosion passing the climate for investment will improve, confidence will return and the economy pick up. Such a recovery is long delayed and desperately needed. For the past four years there has been no growth at all in the Panamanian economy so that with the continuing growth in the population of about 2 per cent a year real average incomes have fallen, creating an unenviable situation for the managers of the economy. With the building industry starting to refill its order books there are the first signs of an end to the economic nightmare which Panama has experienced for much of this decade.

The slimming down of the U.S. presence, which is in any case to be slow and limited with troops using Panama up to and possibly beyond the year 2000, does not appear to have frightened off the financiers from what is still one of the world's most important offshore banking centres, and a small but growing base for re-insurance.

The bankers and insurers have been comforted by the fact that the U.S. dollar will remain the Panamanian currency and that there are no plans to set up a central bank. The U.S. legacy, which might better be described as the imprint that the U.S. has made on Panamanian society, will not disappear for a long time. One very useful aspect of the U.S. presence has been the consolidation of English as the second language of Panama, a fact which gives an advantage to Panamanian businessmen and to much of the urban workforce whose ancestors came from the English-speaking territories of the Caribbean. A second useful aspect has been the exposure of Panamanian society to the ways of U.S. efficiency.

Passion

That dead hand of traditionalist bureaucracy which delights in delay and revels in quintuplicated forms is not so much in evidence in Panama as it is in other countries of Latin America. Though Panamanian government systems are very far from perfect they are better than those of many of those of Panama's neighbours. It is difficult not to believe that Panama has not been affected by the U.S. passion for organisational efficiency.

In other respects America's influence has been less positive and it may well make the political problems which face Panama's political leaders after October more intractable.

For decades now the major political struggle in Panama has been that to reassert Panamanian authority over the enclave which cut the country in two and was seen by Panamanians as an affront to their dignity. This political fight was made tangible to most Panamanians by the facts of everyday life.

The inhabitants of Panama City saw on their side of the wire-mesh fence marking the boundary of the Canal Zone the slums of Calidonia, rows of wooden barracks which appeared not to have enjoyed a lick of paint since they were erected 70 years ago for the labourers who dug the Canal.

On the other side of the fence were the pleasant lawns and desirable housing of the Zonians, as the mostly U.S. inhabitants of the zone are called. The distance between Calidonia and the Zonians' housing is not more than a few hundred yards and the inhabitants of each can clearly see their neighbours across the fence.

That part of the street which divides the two quarters is called President Kennedy Avenue when it runs on U.S.-controlled land, changing to Avenue of the Heroes when it runs on land under Panamanian jurisdiction. The heroes referred to were those Panamanians who lost their lives at U.S. hands during the 1964 rioting.

There were few Panamanians indeed who did not want the removal or at the very least the diminution of the U.S. presence in their country. Washington's argument that it was U.S. drive and money which realised the project started by the French engineer Ferdinand de Lesseps and that therefore the U.S. government had a right to keep its position in Panama was not one which moved many Panamanians who, at all levels of society, have therefore been united in one overriding common cause.

Come October this great unifying factor in Panamanian life will disappear or at least be substantially weakened. From October onwards politicians will sink or swim in accordance with what the various interest groups and electorate think about their conduct or the affairs of the country, rather than how vociferous or effective they have been on the issue of Yankees Out.

There is, therefore, every possibility that politics will become the arena for struggles between poor and prosperous Panamanians, between town dwellers and country people, among employers, the employed and the unemployed and among traders, industrialists and consumers.

The strains that would be placed on the Panamanian political and social structures by such struggles would be enormous.

There are great disparities of wealth in Panama which make for great political frictions. The contrast between the San Miguelito slum area and the Las Cumbres upper middle-class residential district in Panama City is pretty much as great as any contrast between rich and poor in Latin America.

Then there is the great gulf which separates the maldistributed wealth of Panama City itself and the almost hopeless unemployment situation of a city like Colon where four people out of 10 in the workforce are jobless and where mugging and robbery are a way of life. "Colon is a volcano," one frank and honest public relations executive murmured to me as we drove round the city last month.

Not least worrying is the gap which separates the country people and the indigenes like the Cuna and the Guaymi who have very little, and the townspeople who either have or feel they could be in reach of a materially satisfying life.

The negative part of the U.S. legacy is that the urban dwellers, particularly the inhabitants of Panama City, have been educated by the existence of the high standards of living in the zone to expect the sorts of consumerism current in many parts of the U.S. Such standards plainly cannot be guaranteed by Panama at the present stage of its development.

Panama's present leaders are well aware that politics are going to take on a different complexion and are organising to meet the challenge.

The most important figure in Panama has been Gen. Torrijos, who took power in a coup in

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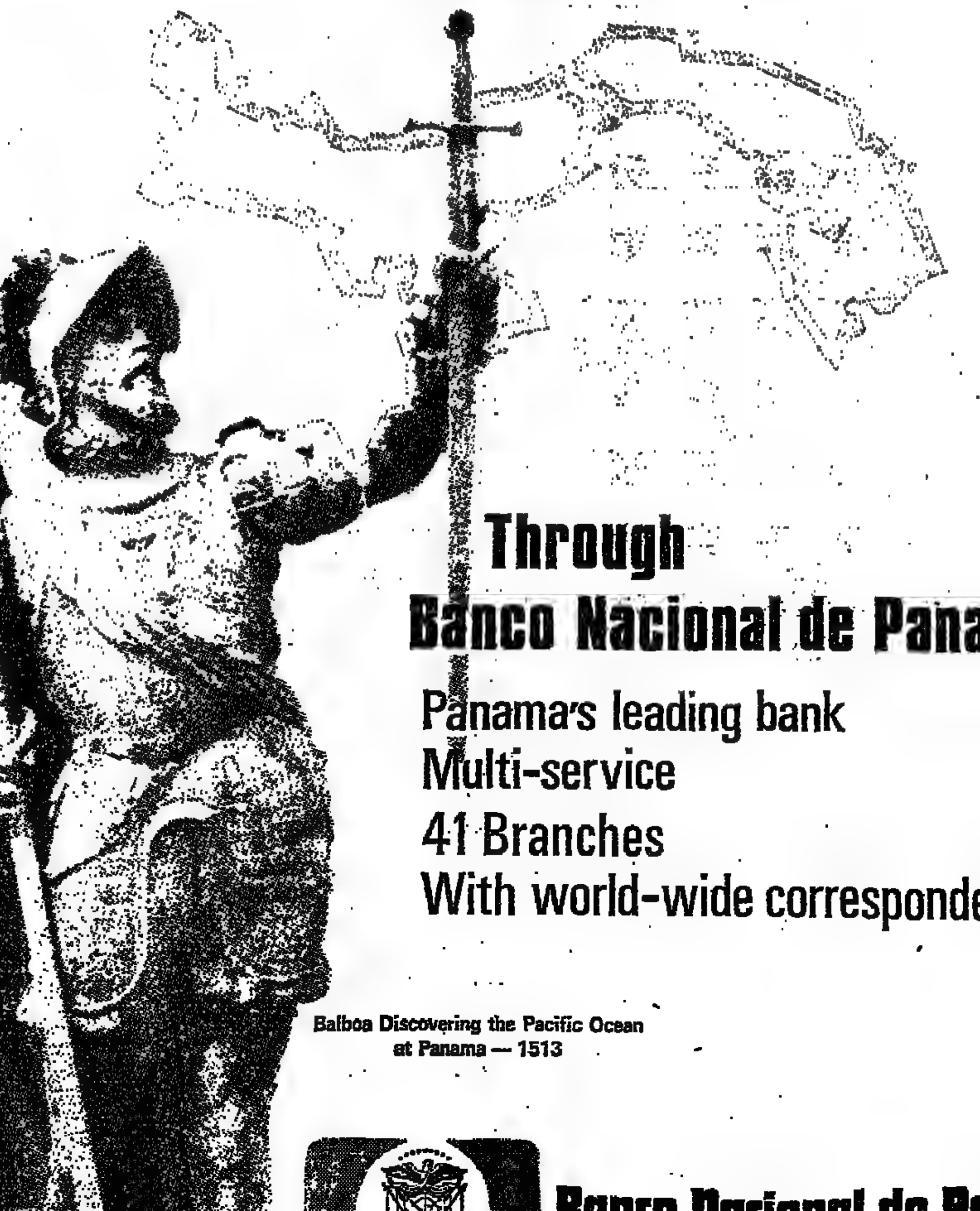

Recession could be lifting at last

PANAMA'S four-year-old recession is showing some signs of easing up, but unless the gradual handing over of the Canal to the Government brings the much-heralded beginnings of an economic upturn, many people believe that the economic crisis could deepen.

The country's $2.4bn Gross Domestic Product grew by a more promising 2.7 per cent last year, compared to 1.5 per cent in 1977 and a near standstill in 1976. But the country's immense structural problems and narrow economic base, a public debt which is as great as the GDP, and growing discontent among workers, whose wages have fallen way behind price rises, cloud the horizon.

Panama went into recession after the 1973 oil price increases. Growth in the economy, which reached by a record 7.8 per cent in 1973, declined to 2.6 per cent in 1974. Oil imports shot from $88m to $270m. Exports, which are little more than bananas, shrimps, cocoa and some petroleum products, were badly affected by the international trade recession. The construction industry, which in the immediate years after the 1968 coup of General Torrijos underwent a boom, then dried up.

Panama's trade deficit last year was almost $600m and the construction industry, despite a 10 per cent increase in the building of middle-income homes, declined as a whole by 3 per cent. Inflation was officially only 5 per cent, but this figure, based on crude statistics, far from reflects the real increase in the cost of living, which has been substantial.

The president, Sr. Aristides Royo, has predicted that the economy could grow by as much as 10 per cent over the next two years, as a result of the greatly-increased share which Panama will obtain from the Canal after the treaty comes into effect in October.

Such a growth rate is viewed sceptically. This year the economy is expected to grow by about 3 per cent, which leaves 7 per cent to be achieved in 1980.

Panama will receive between $50m and $60m a year from the U.S. after the treaty instead of the present $2.3m This will take the form of a $10m annuity, a $40-50m share from the Canal's traffic, a possible contingency payment of $10m if the Canal makes a profit, as it did last year, and a further $10m reimbursement from taking on services such as rubbish collection and fire prevention.

Panama's responsibilities for the Canal will increase, but so will the Canal's contribution to the economy. Estimates vary but general opinion is that the economy could grow by an average of four per cent a year during the first five years of operation, beginning in 1980. The canal now contributes about $250m in the form of wages to Panamanian workers and purchases and this could rise to $426m by 1985.

A more optimistic version is that if the handing over of the canal, and availability of land in the zone, sets off a private and public investment boom, the economy could grow by as much as nine per cent a year.

The Colon Free Zone, separate from the Canal Zone, where one of the world's largest and most crowded free-trading areas is housed, is crying out for more space. More than 200 companies are in line to increase their warehouse space once the land is handed over but the government's policy towards expansion in this area has not been defined yet.

Apart from the Canal Zone and the Colon Zone, Panama's economy is based on two other economic "enclaves" which are foreign-controlled. These enclaves—the two zones, the international financial centre and bananas (United Brands, formerly United Fruit)—are the most productive sectors of the economy.

If to these are added tourism and industry, which produces almost exclusively for the service industries, then it can be argued that they generate as much as 80 per cent of the GDP. But these combined sectors employ less than half the work force. Agriculture contributes 16 per cent of the GDP and occupies about 40 per cent of the work force.

Traditionally, Panama has always been little more than a platform for other countries' services. First it was Spain and now mainly the U.S. This has been fine for the countries concerned but has not solved Panama's economic problems. The economy revolves around the axis of multinational services.

True

It is true that the "enclaves" provide much-needed employment, which otherwise might not exist. In a country where officially the unemployment level is nearly 10 per cent and unofficially at least twice that, this is important. It is also true that the Canal will contribute more to the economy after it is handed over.

But the dominant role played by the enclaves has created a dual economy and serious structural problems, probably more pressing in Panama than in other Central American countries. In 1977 the per capita GDP in the rural sector was $411 compared to $2,079 in the urban one.

While home industries such as construction and agriculture are in a depressed state, the enclaves have not ceased to expand and the gap between the two economies has widened. The problems of such a gap could be brought to a head after the canal treaty comes into effect for the Government must take several vital decisions.

First, Panamians working in the Canal Zone are paid the minimum U.S. wage of $2.90 an hour compared to about 60 cents an hour which is the national minimum paid to most workers outside the zone. After October, when the Canal gradually becomes part of Panama, it may not be politically convenient for the Government to continue to maintain the difference. It is likely that the lower paid will benefit more and the difference narrowed.

On the other hand, canal workers are in a key occupation and the Government cannot afford for them to down tools.

Second, the Government now recognises the importance of the local private sector, which was frightened off by populist rhetoric under General Torrijos. Foreign investors were not very worried by it.

President Royo declared in his New Year's message: "I firmly believe in private investment." But to lure back local private investment, which last year was about $180m compared to $306m in 1976, the government will have to maintain almost intact its highly unpopular Law 95.

This controversial law was introduced in 1977 to tighten the liberal 1972 labour laws, which made the dismissal of workers difficult. Law 95 prolonged labour contracts for two years from the date of expiry and so effectively imposed a wage freeze. This year there are 247 contracts which come up for renewal and there are pressures from workers to scrap the law.

Last year the government was able to put off the problem because there were no contracts to negotiate, but now there are growing demands from workers to do away with it and from employers to maintain it.

Workers' wages have been long held back and a flood of demands is building up. The private sector is holding back from investing until it knows which way the government will go on this issue. The general consensus is that the government will maintain Law 95 in a modified form and at the same time try to convince workers of the necessity of wage restrictions.

To the Government's advantage, and also the private sector's, very few workers belong to unions and so the possibility of a general strike is remote. It is estimated that about 10 per cent of the workforce belongs to unions. There are no unions for civil servants, in the Colon Zone and in banks.

To offset the sharp decline in private investment the Government launched an ambitious development plan. The effect of this on the public debt has been staggering. The average level of public sector investment rose from $75m a year during 1970-1975 to $400m a year during 1976-79. The debt is now $2.4bn, probably the highest in per capita terms in the world. It is eight times greater than the value of 1978's exports.

Choices

Nobody seems unduly worried by the debt, which last year increased by $570m and cost the Government more than $350m in amortisation and interest, because there is no shortage of banks in Panama ready to give the Government soft loans.

The Government's policy of not relying on tax revenue to finance much of its investment means that taxes in Panama are light, but foreign borrowing is heavy.

The budget for 1979 is $848m, a 7.6 per cent increase on 1978. All of the increase goes to Government operating costs which are up 17.4 per cent to $453m and will be covered by revenues. Public sector investment is almost $400m. The Government therefore will be looking for foreign credits worth over $400m to cover investment costs and amortisation this year.

The largest part of the public investment is for infrastructure. Agriculture receives 15 per cent and commerce and industry 8 per cent.

With such problems Panama will find it difficult to achieve sustained economic growth. Gen. Torrijos once said: "Before we can contemplate the ideological choices for the distribution of our wealth, we must first create that wealth. One cannot distribute imaginary wealth." The danger is that this absence of growth will be capitalised on by the Government's opponents on both the Right and Left.

William Chislett

Change

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1978. As "leader of the Panamanian revolution" and commander of the 10,000-strong National Guard he was chief of government until near the end of last year and was the moving spirit behind the new deal that Panama got out of Washington on the Canal question. A man who has little patience with the intricacies of protocol, Gen. Torrijos has generally ruled from behind the scenes, leaving the presidency to a man who enjoyed his confidence.

Autonomy

Last year he decided that that man should be Dr. Aristides Royo, a young lawyer who had taken a prominent part in the detailed negotiations of the Carter-Torrijos treaties. Dr. Royo was duly elected by the legislative assembly and took office on October 11. Dr. Royo has been given much more autonomy of action by Gen. Torrijos than was given to his predecessor, Sr. Demetrio Lakas, as his international tour this month indicates.

President Royo, with Gen. Torrijos' backing, is now launching a new political initiative which owes much to Mexican experience. Once they have fulfilled certain stiff criteria parties will be granted permission to operate for the first time since 1968. However, the reformist ideas which Gen. Torrijos has expounded seem destined to be paramount guaranteed by a new official party the PRD or Democratic Revolutionary Party which has just been launched by the government.

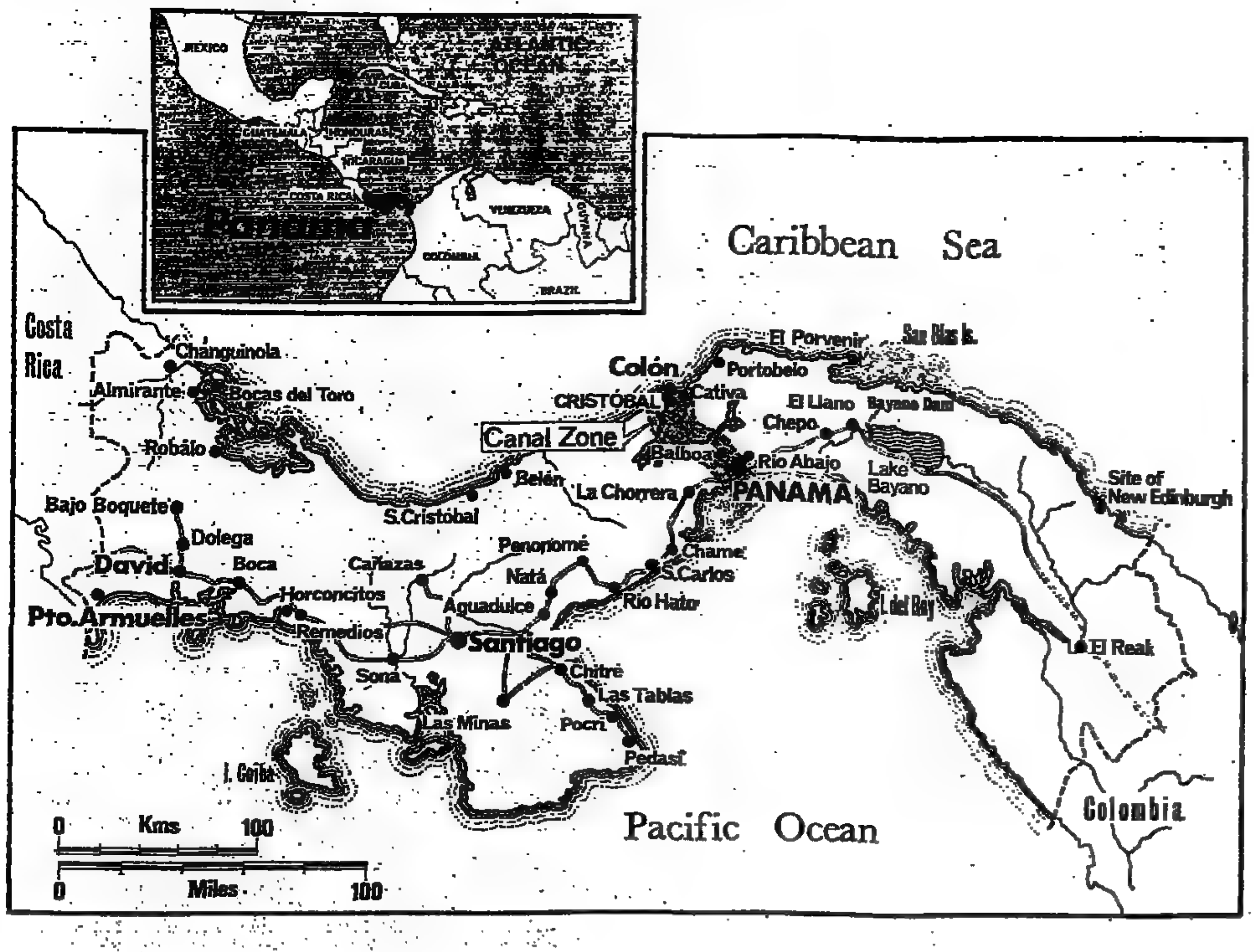
Modelled to a great extent on the PRI or Institutional Revolutionary Party of Mexico which has held office there for 50 consecutive years, the PRD seems destined to group all the major political interests in the country and act as broker between management and labour, town and country, private and public sector. Government spokesmen have made enthusiastic claims for the degree of acceptance the PRD has been receiving throughout Panama in the few weeks since its launch.

The opposition has been claiming that the government has been playing unfairly by recruiting into it the civil servants and their families and indicating to those businessmen wanting to trade with the government that their chances of contracts would improve enormously were they able to produce a PRD membership card.

The PRD has indicated its international stand by seeking a link with the Socialist International group of social democratic parties, though this link has not been forged so far.

It remains to be seen whether the idea will take root in Panama. At first sight it appears to have a good chance of success because Gen. Torrijos is still popular and the opposition is in disarray. Though Panama, with a population of fewer than 2m, seems able to produce a score of different political parties, only two, the Liberals and the Partido Panamenista of the ageing political veteran Arnulfo Arias, have much popular following. The opposition has launched a coalition but it is uncertain how effective any joint action will be.

If the dismantling of the Panama Canal Zone and the lower profile adopted by the U.S. in Panama is accompanied by an upturn in Panama's fortunes, the PRD undoubtedly will claim credit for the phenomenon and may well reap a political harvest. But if it is to survive for more than a few years it will have to learn quickly the skills of power broking in a country where politics are by tradition volatile and are changing very fast.



Men at the top

"ROYO IS certainly a man with progressive ideas. The businessmen used to call him a Communist which was nonsense. Anyway, h ehas tempered his attitudes since he became president." This frank comment on the President of Panama by a prominent Panamanian politician gives a sense of the pragmatism of one of the world's youngest heads of state.

Dr. Aristides Royo, who visits London later this month, is a man who has climbed to the highest, though not the most powerful, position in Panama before his 39th birthday. Unsurprisingly, he achieved this by a combination of his two most obvious qualities, ambition and competence, together with a reputation for honesty.

Born near Panama City in 1940, Dr. Royo got his first taste of politics studying in the often turbulent National Institute in the capital, then went to Europe to study law at Salamanca and win a doctorate at Bologna.

Back in Panama in 1965 he joined the office of the public prosecutor, took up professional practice and formed part of the commissions which drafted a new penal code and a new constitution. He was named Minister of Education in 1973.

As he was identified as a nationalist and had legal qualifications that few Panamanians could display it was natural that he should be chosen by Gen. Omar Torrijos to become a member of the team which took on the exhausting process of negotiating with the U.S. the new treaties on the Canal—which were signed by Gen. Torrijos and President Carter in 1977.

The successful outcome of those negotiations which opened the door to the fulfilment of Panama's main national aspiration, the dismantling of the quasi-colonial U.S. presence in the country, reflected well on all the negotiators. It was therefore to be expected that when the effective ruler of Panama was looking round for a man to occupy the presidency of the republic he should have recourse to the negotiating team. His choice fell on Dr. Royo.

PROFILE: President Aristides Royo

However, the General obviously wanted more of an activist as head of state than was his first president, Demetrio Lakas. Dr. Royo probably would never have been content to be the figurehead that President Lakas was and has shown himself eager to take many more initiatives than his predecessor.

He nevertheless maintains the closest contact with Gen. Torrijos in whom the ultimate power in the land lies because of his position as commander of the National Guard, Panama's only armed force.

In the few months he has been in office he has moved to calm fears of the business world that he was Red in tooth and claw, absurd though these fears may have been.

Dr. Royo has his office on the first floor of the Palacio de las Garzas, the Palace of the Cranes, the former residence of the Spanish governors in the old quarter of Panama City, which gets its name from the elegant white birds which are housed on the patio and pick their way fastidiously round the palace fountain.

He enthusiastically propounds an optimistic view of Panama's future which is at times breathtaking. No, the foreign debt situation is not serious. "If we had spent the money on arms or non-productive investments it would be different but we've spent foreign loans on productive projects, dams, sugar mills, roads."

But weren't the sugar mills losing money? "Yes, but, you'll see, when the sugar price picks up they'll be seen as very fine investments.

"The Cerro Colorado copper project will make Panama a major producer of metal." Dr. Royo dismisses the very real concern that exists in Panama for the indigenous peoples who live in the area.

"No Indians live there. And anyway it's the Indians who have been fighting hardest for the Cerro Colorado scheme to go ahead."

Dr. Royo is keen that Panama should develop as a world banking centre. "We have no plans for more banking regulations. We don't intend to set up a Central Bank. The dollar will continue to circulate."

The President says he is coming to London to thank Mr. Callaghan personally for the support Britain has given Panama in the past and to try to tempt British business to take more of an interest in Panama.

Dr. Royo's first foreign tour as President will take him to the United Nations and a number *of* other European countries besides Britain. It is seen as a way of making both him and his country better known abroad.

He certainly has the polish and sophistication to hold his own in most international gatherings—after all, he cut his teeth politically against some of the world's toughest negotiators.

What he still lacks, according to political analysts in Panama, is a share in the personal magnetism of Gen. Torrijos which is one of the most valuable attributes of the strong man of Panama.

One Panamanian put the difference between the two men like this: "Torrijos talks to everyone and takes an interest in them. Royo tends to commit the error of only talking to the important people."

Hugh O'Shaughnessy

"CYNICS SAY that we are a stooge party for the Government. Well, my answer to them is: wait and see," says Sr. Nicolas Gonzalez Revilla, secretary-general of the Revolutionary Democratic Party (PRD), and former Foreign Minister.

The PRD started recruiting members in March in preparation for next year's elections for some places in the rubber-stamp legislative body. There will be general elections in 1984.

The PRD already claims tens of thousands of members. One of the first people to join the party was the country's president, Sr. Aristides Royo.

The party is the culmination of the political process started on October 11, 1968, when Gen. Omar Torrijos came to power in a coup d'etat. The number 11 is the party's emblem on the national flag and Omar, as Gen. Torrijos, head of the National Guard, is called by the PRD, is often cited in the party's propaganda.

I met Sr. Revilla three days after the party launched itself and he was in an effusive mood. "We believe that by defending the political system in Panama we are in fact promoting real democracy.

"Of course, it is not perfect and needs to be made better. At the same time what we have here is much closer to real democracy than exists in the so-called democracies in other Latin American countries."

The party's headquarters is in the old part of Panama City and is decorated with posters and pictures of Gen. Torrijos. Secretaries were busy receiving calls from other parts of the country and marking up on a board the number of shirts and flags distributed.

The PRD is modelled on Mexico's ruling Institutional Revolutionary Party (PRI) which celebrated its 50th anniversary in power in March. The PRI has given Mexico an unprecedented period of political stability and the PRD would like to do the same for Panama. The two parties have similar names and philosophies and both speak of their respective revolutions with glowing rhetoric.

PROFILE: Sr. Nicolas Gonzalez Revilla

Sr. Revilla, sporting a typical embroidered yellow Panamanian cotton shirt, was hesitant to make too many comparisons with the PRI.

However, he did admit that the PRD was the official party from Panama which was invited to the PRI's anniversary celebrations.

"Ours is a party of labour and the private sector and we believe that we can live happily together. In England you have a polarised society with your Labour and Conservative parties. And who suffers in the middle? Why, England."

His description of the PRD made it sound remarkably like the PRI, although he denied that the PRD wanted to "institutionalise" the Panamanian revolution as the Mexicans had done theirs. "Our party will support the government, but it will also criticise it when it feels that it is not acting right."

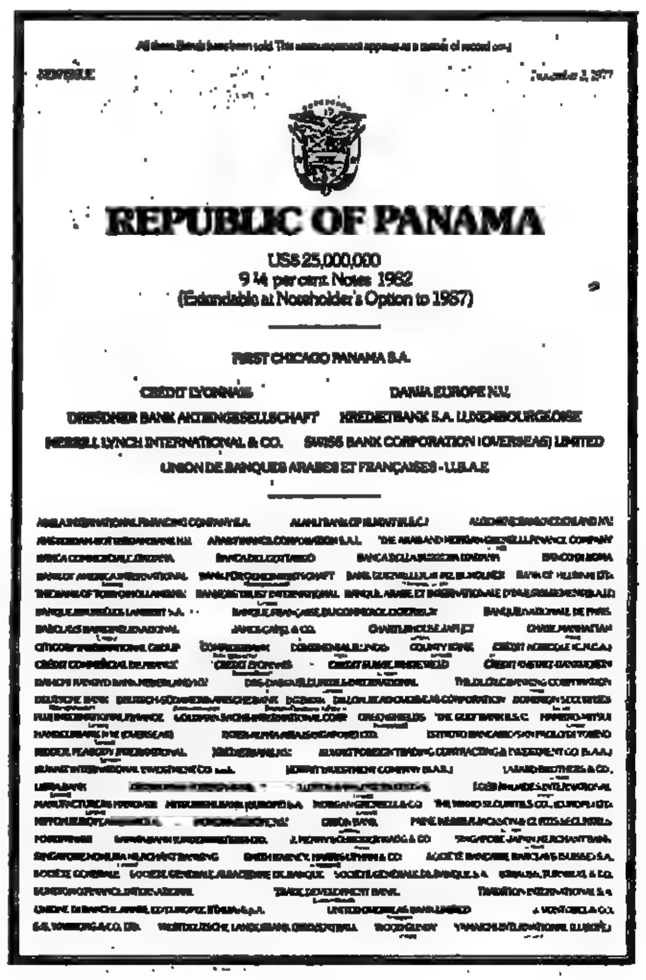
Sr. Revilla is only 33. He graduated in economics from the University of Panama and then studied in Chile and Georgia in the U.S. He was a business consultant until 1973 when he was named Panama's Ambassador to Washington and negotiator of the Canal treaty, a post he held until February 1977, when he became Foreign Minister.

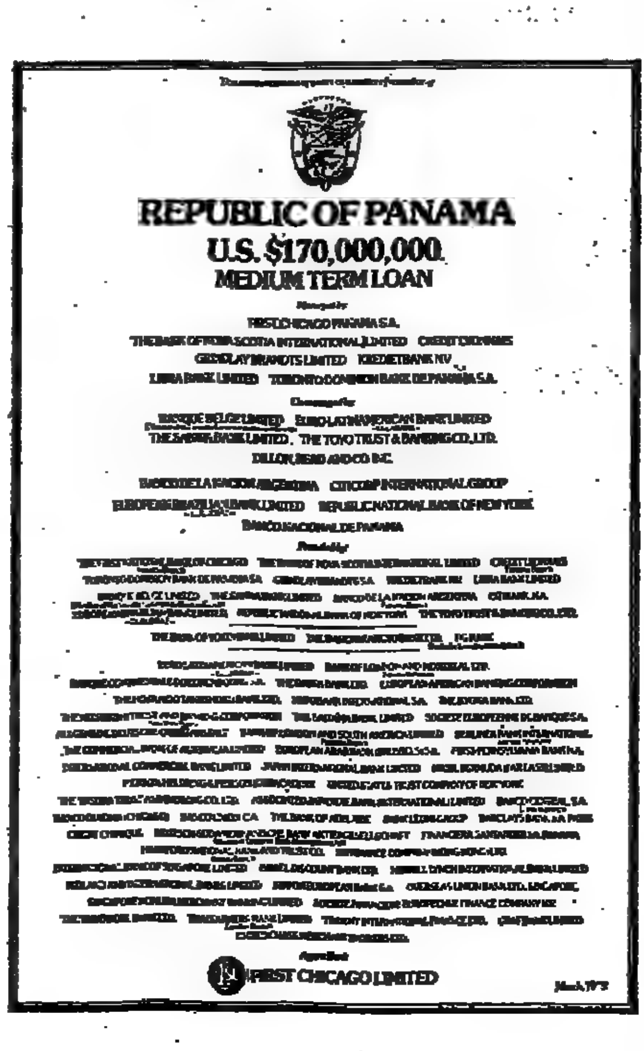
Opposition parties, apart from the pro-Soviet Communist Party, have rejected the government's political reform law which calls for a party to have 30,000 members before it can campaign in elections.

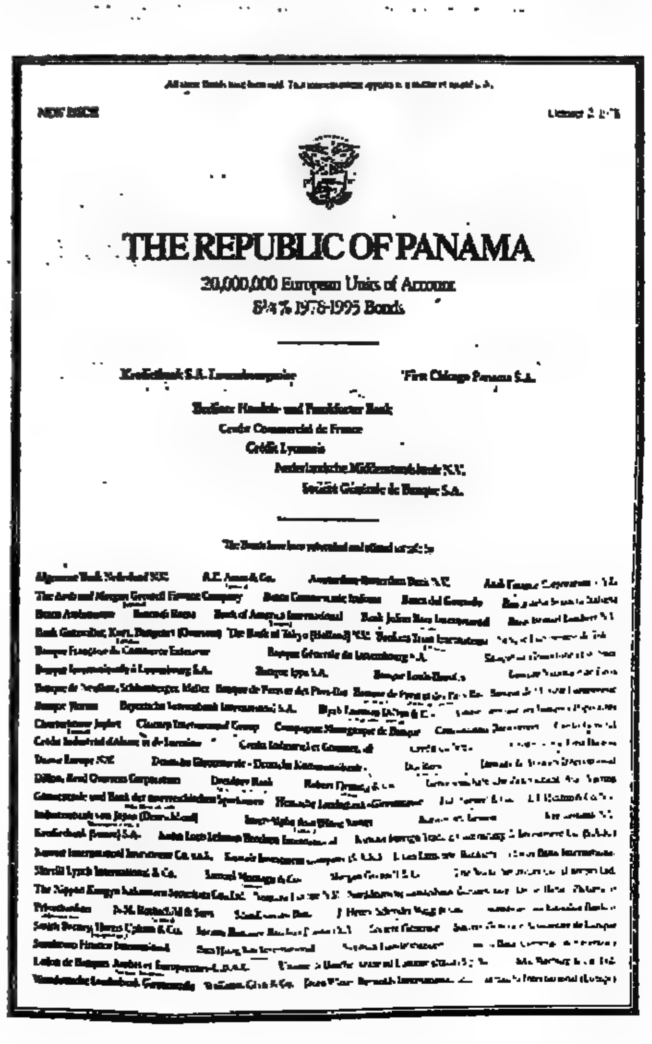
Sr. Revilla did not hide his scorn for the parties to the PRD's Right and Left which are refusing to register. "If they don't like the system they can win the elections and change it. In fact, the people like the system. The opposition parties want power but they are not prepared to work for it—they want to be given it."

Sr. Revilla noticed me smiling at these ironic remarks and soon afterwards, as he ushered me to the door, said: "If you don't believe what I am saying then wait and see. Come back and see the facts."

William Chislett







Free Zone a success story

TRADE IN THE COLON FREE ZONE 1977

	Total		By air		By sea		By land	
	Weight, '000 kg	Fob value, m balboas	Weight, '000 kg	Fob value, m balboas	Weight, '000 kg	Fob value, m balboas	Weight, '000 kg	Fob value, m balboas
Total	247.934	1.695	33.848	658	177.574	890	36.512	147
Imports	129.331	789	4.989	206	120.844	563	3.498	20
U.S.	22.682	117	1.224	41	21.437	76	21	†
Japan	26.468	237	601	68	25.866	169	1	†
Hong Kong	7.365	66	226	23	7.139	43	*	†
China Taiwan	19.077	97	18	1	19.059	96	*	†
Costa Rica	769	2	54	1	*	†	715	1
Mexico	689	7	284	6	279	1	126	†
Almacen de Deposito	27	†	*	†	*	†	27	†
Canal Zone	7	†	*	†	*	†	7	†
Local consumption	540	2	*	†	*	†	540	2
Others	50.151	258	2.582	66	47.064	178	2.061	17
Re-export	118.603	906	28.859	452	56.730	327	33.014	127
Venezuela	8.494	90	5.702	70	2.790	20	2	†
Brazil	2.937	48	1.605	38	1.332	10	*	†
Ecuador	9.718	82	3.177	47	6.541	35	*	†
Aruba	18.740	118	123	2	18.617	116	*	†
El Salvador	1.969	22	1.038	17	61	†	870	5
Honduras	1.841	17	970	12	1	†	870	5
Canal Zone	1.032	5	*	†	*	†	1.032	5
Local consumption	*	†	*	†	*	†	*	†
Panama	2	†	2	†	*	†	*	†
Almacenes de Deposito	*	†	*	†	*	†	*	†
Local consumption	*	†	*	†	*	†	*	†
Consumption on board	5.392	18	719	7	*	†	4.673	11
Others	61.134	464	15.523	259	27.388	146	25.567	101

Source: Direccion de Estadistica y Censo—Contraloria General de la Republica
* Less than 100,000 kg. † Less than 1m balboas.

THE FIRST taste that any traveller by sea from Europe gets of Panama is the city of Colon. It is not the most pleasant taste. Stuck out on the end of a small peninsula, cut off from the rest of Panama by the territory of the Panama Canal Zone, Colon sits in the sun and festers.

Its population has the highest rate of unemployment in the country and much of the city consists of the barracks which were put up for the workers who dug the waterway. It is a violent place where the criminal quarter was once known as the "bamboo grove" because of the ease with which delinquents could hide there. There are a few pleasant spots such as the Washington Hotel with its casino, avenue of royal palms and its Rotary lunches. But most of the people in Colon cannot afford the prices.

Colon enjoyed a modest prosperity during wartime when the Canal was much used by the navies of the Allied side, but when the belligerents inconsiderately stopped fighting Colon sunk back into its sweltering tropical torpor. Except, that is, when it came to politics. The Colonenses are anything but torpid in politics and one still hears tell of the time a few years back when thousands of them marched the 50 miles to Panama City, took over the legislature, named their officers and started protesting against the lack of work in their town. Colon is definitely not to be messed with.

It was as a peace offering to Colon and its unemployed that the Free Zone was created in 1948 after studies conducted by Dr. Thomas E. Lyons, an expert on free trade zones of the time. The hope was that companies from many parts of the world would come to settle and trade, taking advantage of Colon's situation at the crossroads of the Western Hemisphere.

Initially 38 hectares was made over to the Free Zone on the edge of the town and the first structure was completed in 1953. Since then it has attracted more and more companies until today it is one of the major business successes of the Republic. There are now 261 companies operating import-export businesses and representing 345 foreign companies.

Most of the work is importing, warehousing and storage and exporting but there is some light repackaging and processing done. In 1977 the free zone imports totalled $1.6bn of which $789m worth came from the U.S., $237m from Hong Kong and $117m from Japan. Much of the importing was done by air. High-value goods worth $658m came in by plane while $890m worth arrived by sea at the wharves of adjoining Cristobal.

Until very recently there was no room to move for the zone had become so popular with business that there was no space. At the premises of Lucas, the only British manufacturing company to have its own operation in the zone, the manager showed me over his warehouse and said: "Like us, most people here are building mezzanines and extensions."

In recent years the call for space got so insistent that a black, or at least grey, market in space grew up in which the way to expand was to buy up companies which had space that you wanted. There was simply no way of finding more space for the zone as there was no more land between the city and the sea. A few acres are being filled in at present.

Now the imminent dismantling of the Panama Canal Zone and the relinquishment by the U.S. of a nearby base called Old France Field has allowed the Free Zone to burst out of its corset.

Old France Field is just across Manzanillo Bay from the original site and offers a further 216 hectares for expansion. It is not, it must be said, prime land. It does not afford a good foundation for building and those companies which have moved there feel it wise to put down a metre of infill to insure against any flooding of the low-lying ground. However, the move has started and one firm Colon Import and Export which acts for a number of British companies including ICI and Burroughs Wellcome, has erected its own building rather than take one of the converted aircraft hangars that the Free Zone Authority has spruced up for companies seeking space.

With more land available the zone authorities are beginning to canvas again for new business. The Manager, Sr. Jose Montenegro summarises the advantages that his zone offers in 20 headings which go from the complete absence of any kind of taxes on the import and re-export of goods to countries outside Panama, to the absence of taxes on the export of capital and the remission of dividends, and good transport links with the rest of the world.

The top rate of company tax is on taxable income of over $100.000 and stands at $5,175 on the first $100,000 and 8.5 per cent on any amount in excess of that figure.

Monthly rental for lots in the main area is 30 cents per square metre and half that for lots in France Field. The rate for buildings in the main area is $1.50 while the rate for France Field buildings is negotiable.

Wage rates for skilled men go from $200 a month to $300 with social security charges adding another 30 per cent to that. English is more widely spoken in Colon than in any other part of the Republic.

Users report that the cable, telex and telephone services in the Free Zone are good but that the postal service to the rest of Latin America could be a great deal better. There is a banking service provided within the Free Zone and among those institutions established there is the Lloyds Bank subsidiary, the Bank of London and South America.

The Free Zone management is now getting down to solving one of the principal drawbacks to life in Colon for the executive, the lack of middle-class housing. Colon being a depressed area has not had much in the way of living facilities to offer.

Restaurant and public entertainment facilities are so limited that many businessmen have chosen to commute from Panama City. Some use the air service which takes less than half an hour to an adjacent airfield while others use the train or drive to the capital each evening.

Now the board has started work on the Fort de Lesseps complex which, it is hoped, will offer the more prosperous in the Free Zone a chance to live is one of 14 duplex units, 30 houses, four condominiums or the residential hotel. The complex is also to be provided with tennis courts, a school, a marina, sports fields and a swimming pool.

The complex is situated on a point overlooking the entrance to the Canal and the residents will have a fascinating and constantly changing panorama of ships passing before their windows. It will, however, be something of a middle-class ghetto on the edge of some run-down cheap housing, though the Free Zone management is undertaking to improve that too.

H.O'S.

Canal operation in no danger

AS THE date of October 1 approaches rumours are going round that when the Panamanians take control of the Canal Zone, the Canal's operation will be in danger. The comments are similar to those heard in Cairo at the time of Egypt's nationalisation of the Suez Canal. But there is as little substance to the rumours of cataclysm in the Panama Canal as there was in the threats of disaster in the Suez Canal.

It is true that the operation of Panama's waterway, a canal with locks, is more technically demanding than the running of the Suez Canal, a sea-level waterway.

In addition the maintenance of the watersheds, the dredging, buoying, pilotage and upkeep of the lock mechanisms are all tasks which are more demanding in Panama than they are in Egypt.

But for long after the United States controlled Panama Canal Zone has been abolished, in fact until the end of this century, control of the Canal will remain in U.S. hands — unless, that is, there is a major modification of the Carter-Torrijos treaties.

At the same time the U.S. is to co-operate with Panama in the defence of the waterway until the end of the century and possibly beyond. That is to say that the U.S. forces (current strength 2,069,000) will be working jointly with the Panamanian National Guard (10,000-strong) in securing the Canal.

The first paragraph of the second article of the Panama Canal Treaty states: "The Republic of Panama, as territorial sovereign, grants to the United States of America the rights to manage, operate and maintain the Panama Canal, its complementary works, installations and equipment and to provide for the orderly transit of vessels through the Panama Canal." This arrangement is to continue until noon Panama time, December 31, 1999.

Approval

When the present operator, the Panama Canal Company, an entity owned by the U.S. government and run under the chairmanship of a U.S. Army general, disappears, its place will be taken by another body equally under the effective control of Washington.

The new body, the Panama Canal Commission, will be run by a nine-man Board: five U.S. nationals and four Panamanians appointed with the approval of the U.S. The Commission will be a U.S. Government agency set up under the laws of the U.S. A U.S. citizen will be Administrator of the Commission until January 1, 1990, when he (or she) will be replaced by a Panamanian acceptable to the U.S.

On the defence question, the treaty says that the U.S. "will endeavour to maintain its armed forces in the Republic of Panama in normal times at a level not in excess of that of the armed forces of the United States of America in the territory of the former Canal Zone imediately prior to the entry into force of this Treaty."

This loosely-worded clause appears to give Washington the possibility of stationing as many troops as it likes in those bases which will remain in the Canal area.

At the same time the U.S. has reserved its right to install a third set of locks on the Canal. The U.S. also has the chance of building a sea-level waterway using nuclear excavation techniques in the Republic if the Panamanians give permission and it binds itself not to build a trans-Isthmian canal in any other country without the agreement of Panama.

The waterway is, therefore, firmly in the control of Washington despite appearances to the contrary and is likely to stay that way.

Two years ago it seemed that the best efforts of the U.S. and Panamanian Governments might founder on the feelings of the 38,000 Zonians, the privileged residents of the present Panama Canal Zone who are mostly U.S. citizens and who were deeply aggrieved when they learned the contents of the treaties.

They resented the removal of U.S. jurisdiction from Panama and feared for their standards of living. The fear in 1977 was that the zone's skilled workers would decamp en masse or create such a climate of protest that they would spark off a Panamanian backlash and possibly a repetition of the bloody riots of 1964.

The worst fears of that time have not been realised and a number of workers in the Canal Zone have expressed to the Panamanian authorities in writing their willingness to cooperate under the new dispensations. The susceptibilities of the pilots in particular, have been ministered to by a new working arrangement which enables them to live in the U.S. and come down to the Canal for periods of intensive duty followed by generous free time at home with their air passages paid.

During a 2½-year transition period after the formal abolition of U.S. jurisdiction in Panama, the U.S. courts and U.S. police will continue to enjoy some of the privileges that they now have.

In those parts of the operation formerly carried out by the Panama Canal Company which will be handed over to Panamanian control, notably the ports, the Panamanians are talking about big additions to the present facilities. There are plans for a container port at Colon and the upgrading of the Panama Railroad so that it will be able to carry more traffic. The railway, Panamanians say, will also be extended to the brand new airport at Tocumen.

The space vacated by the U.S. in the immediate vicinity of the Canal is likely to be snapped up eagerly by Panamanian traders and developers who are laying their plans for the development of a tourist industry.

H.O'S.

An international banking centre

PANAMA'S GROWTH as an international banking centre continues to be spectacular. There are now 88 banks in this country of 1.8m people. Ten were opened last year and saturation point is still a long way off.

Panama's ideal geographic location at the cross roads of the Americas, its stability in a continent notorious for political violence, the tremendous potential of the Colon Free Zone, with a turnover of $1bn a year, and above all else the country's very liberal banking laws make Panama a haven for bankers.

Of the 88 banks now operating, 52 deal in both domestic and offshore business, 25 in offshore exclusively and 11 have representative offices.

Total bank assets have grown from $853.6m in 1970, when the Government promised its banking law, to just over $5bn at the end of 1978. Assets increased by 34 per cent alone last year. Deposits have risen from $402.7m in 1970 to $15.1bn at the end of December, of which only $1.5bn were domestic deposits.

The banking sector employs about 7,000 people, most of whom are Panamanians. It accounts for 6 per cent of the Gross Domestic Product and allows the Government, which is saddled with a $2.4bn debt, easy access to credit.

Economy

The Panamanian economy has been sluggish for the past four years, but this has not affected the foreign banking community, which continues to make very healthy profits out of Panama. The community's presence does not contribute a great deal to the domestic economy, because most business is in foreign deposits and loans, which does not enter into Panama's economy. Last year $8.4bn were in external credits and $1.8bn in local ones.

Now that the canal treaties have been successfully concluded, it is likely that the skyline of humid Panama City will become even more crowded with high-rise buildings containing banks and related services.

"There was a danger that a treaty would not be signed which would have given rise to many uncertanities," said Sr. Luis Moreno, general manager and vice-president of Chase Manhattan Bank in Panama. "Now that there is a treaty we bankers are looking at the future with optimism."

The only dark cloud on the horizon, said Sr. Moreno, was the likelihood that New York could steal back some of Panama's offshore business.

However, he did not feel that in the eventuality of this happening many banks would transfer their bookings to the U.S. Services in Panama City are obviously not as good as in New York, but they are not that far behind. The state-owned Intel telephone company installed a direct-dial service last year between some banks and their headquarters in the U.S.

The key law of 1970, which sent bankers flocking to Panama City, allows the following advantages:

- ● Income tax exemption for offshore business;
- ● No taxes levied on interest from domestic or offshore accounts;
- ● No limits on interest rates;
- ● Accounts in any currency are allowed as well as numbered accounts;
- ● Foreigners can be employed as long as their number does not exceed 15 per cent of the workforce.

Life is made even easier for bankers, particularly U.S. ones, because the U.S. dollar is the unit of exchange. Officially the balboa is the unit for bookkeeping purposes, but only small change under one balboa (which equals one dollar) is in local currency. All currency notes are dollar bills.

Three types of licences are issued in Panama. "Type A" requires $1m in paid-up capital and allows a bank to operate both domestically and offshore. "Type B" requires $250,000 capital and is valid only for offshore business, and a third classification allows foreign banks to maintain a representative office.

In 1970 when the law was promulgated, there were 247 banks in Panama operating in a financial "jungle." The law got rid of more than 200 "pirate" banks and since then the number of applications by major banks to go to Panama has been increasing steadily.

Applications are made to the National Banking Commission because Panama does not have a Central Bank. The Banco Nacional de Panama (BNP), an autonomous government agency, operates as a commercial bank and carries out some central bank functions, such as acting as the government's fiscal agent. It also arranges short-terms loans for the government.

Prospect

The commission is chaired by the Minister of Planning and Economic Policy. "We are looking for the best banks from every country," said a commission official. Many of the major world banks are represented in Panama. The U.S. has 15, Europe 24, Japan 4, Latin America 18, Panama 7 and the Middle East one.

The top three in terms of deposits at the end of 1977 were the First National Bank of Chicago, the Banco de la Nacion Argentina and the Banco do Brasil.

Over the years a very cosy relationship between the foreign banks and the government has grown up, which would appear to be even cosier now that the canal treaty is concluded.

Just after it was signed last summer, the government agreed the terms of a loan, lead-managed by the Bank of America, for $300m at 1⅞ per cent over LIBOR for the first five years and 1¾ for the second five years. The latest loan being put together is for $110m at ⅞ over LIBOR for the full ten years. Bankers cite this an an example of the government's excellent and improved standing with foreign banks.

This is true, but it should also be borne in mind that banks have plenty of money to lend.

Nor is it in the government's interest to place restrictions on the banks, which could always go elsewhere if measures were taken to curb their almost unrestricted freedom. The banks have the upper hand and the government knows this. And as long as the country's huge debt remains, the more the government will feel indebted to the banking community for soft loans.

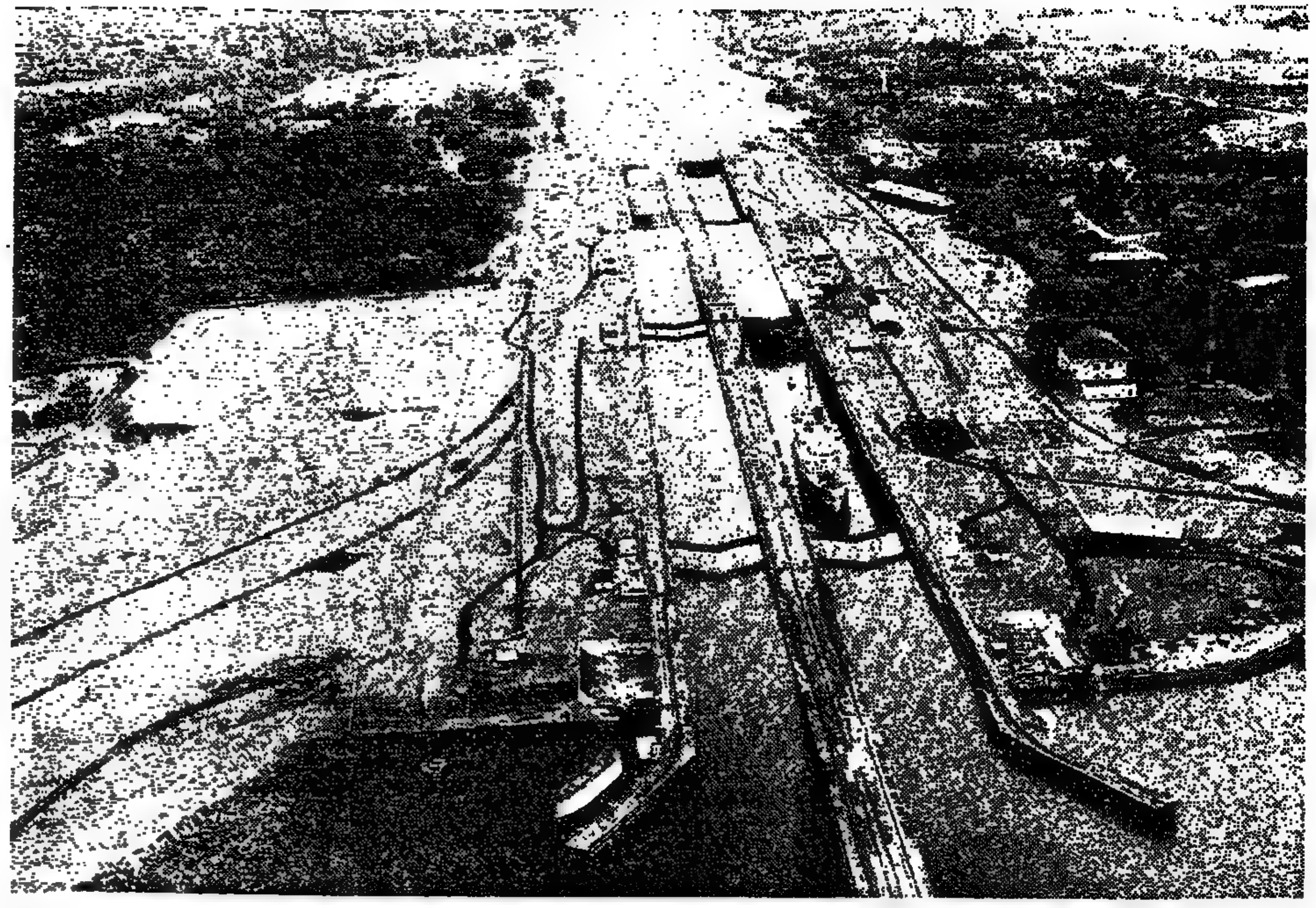
Not even in the days of the fiery populist rhetoric when Gen. Torrijos was heading the government, was the banking community nervous.

Left-wing opposition parties are inevitably campaigning for the government to pressure the banks into lending to high-risk depressed sectors such as agriculture, but the government is planning no changes. The foreign banks make most of their loans to commerce and the construction industry which offer high profit margins.

The government does not criticise the banks and the banks, for their part, continue to expand knowing that their position is safe. Now the government is trying to woo back local investors in the private sector, whose own investment has greatly fallen off.

Those conditions all allow foreign bankers to rest assured that Panama will remain an exceedingly attractive place for some time yet.

W.C.



After the abolition of the U.S.-controlled Canal Zone this year the U.S. will continue to have the major say in the administration and defence of the waterway up to the year 2000

Social action agency

WHILE THE millions of dollars are being lent from Via Espana, Panama City's principal banking thoroughfare, a small but penetrating searchlight is being pointed at the activities of the banking sector from a small centre of studies in a quiet backstreet in the suburbs. The Panamanian Centre for Studies and Social Action (CEASPA), was founded in 1977 with the object of producing reports on the social circumstances of Panama which would be of direct relevance to the fight against underdevelopment in the country.

Although the organisation has only recently been established it is carving itself out a respectable reputation. The director is Xabier Gorostiaga, a Panamanian Jesuit, who, besides doing his doctoral studies at Cambridge, has served as an adviser to the Panamanian Foreign Ministry on Canal questions, taught economics at the University of Panama and held a fellowship at Selly Oak College, Birmingham.

Among the staff are Charlotte Elton, a British economist with experience in the UN Development Programme, who is now working on problems of employment and the embrionic copper industry in Panama, and Annette Honeywell, a British expert who is compiling a report on infant nutrition.

Library

CEASPA has collected a library of nearly 20,000 books and pamphlets on economic subjects and subscribes to publications in Latin America, the U.S. and Europe.

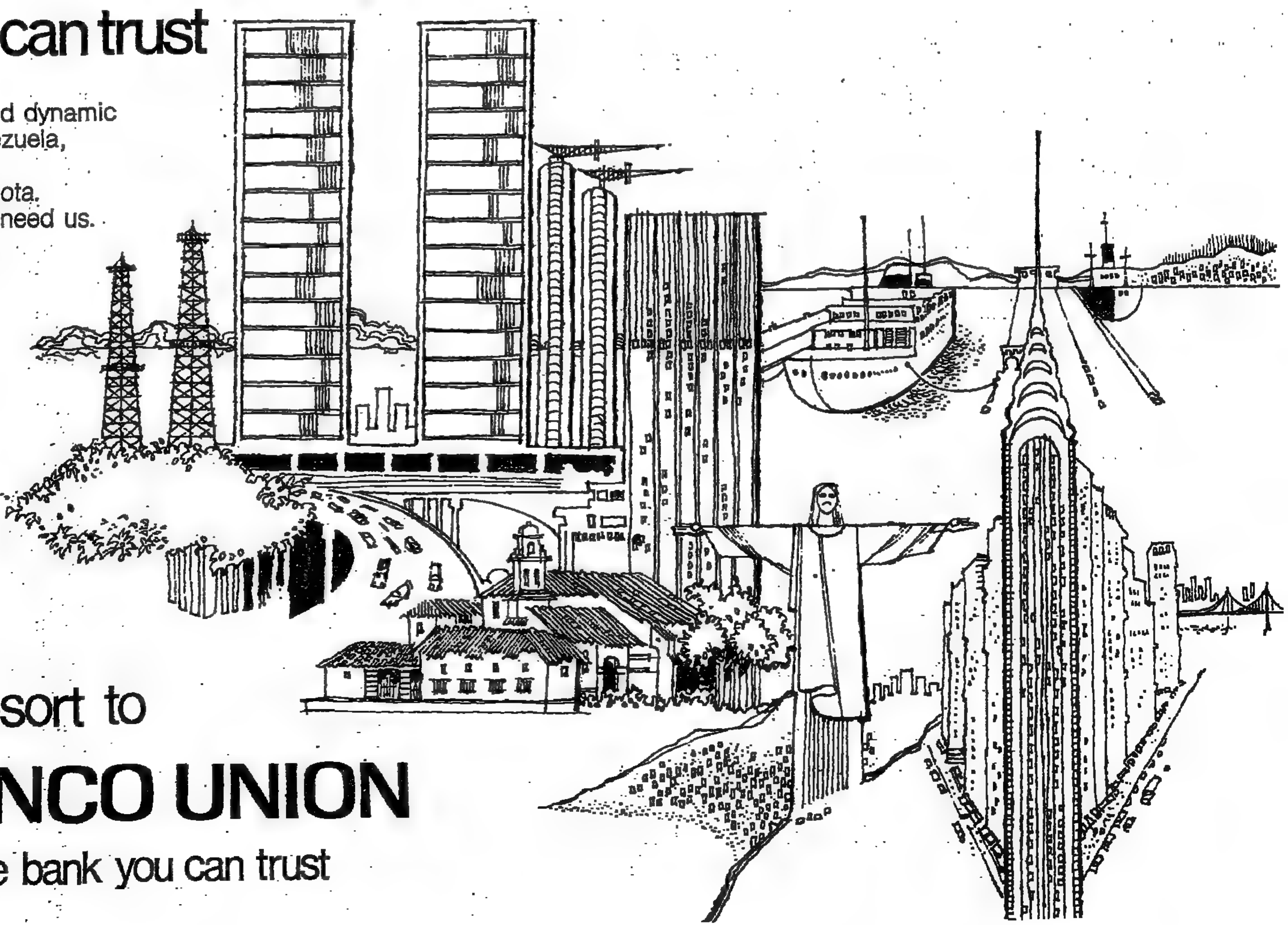
In a study of international financial centres in underdeveloped countries published recently in Mexico, Gorostiaga argues that offshore banking in poorer countries is not, as some radicals in Latin America would have it, a sort of "plot" organised on a global scale to the benefit of the developed world.

He sees the banks rather as part of a process in which the trans-national companies have been increasingly organising the world's resources of capital, raw materials, technology, labour and marketing into one market in which they have the advantage. He says that the poorer countries have little information, say or power in the shaping of a world economy and, worse, are unable to build up their own constructive view of the world.

In a country which in the past has had little money to spend on higher education or the establishment of its own think tank, the arrival of CEASPA is welcomed even if its views often clash with those of the business community. In some other countries of Central America the centre's critical spirit would have earned its promoters official disapproval and their lives could well have been in danger. Though CEASPA's views may often go against the grain on government thinking the centre's continued existence and growing prestige is a good indication that Panama is a more tolerant country than some of its neighbours where intellectual dissidence is often met with outright violence.

It is not many months, for instance, since every member of the Jesuit order in El Salvador was threatened with death by a Right-wing political gang if he did not quit the country.

H.O'S



Promising potential in tourism

"PANAMA IS more than a canal," says the slogan of the Panamanian *Tourism Institute* (IPAT). Indeed the country has a lot more to offer than what is labelled "the eighth wonder of the world." And now that the canal treaties have been successfully concluded, the *local private sector* and foreign investors are looking increas*ingly towards exploiting* the untapped tourism potential.

The Canal is still a great tourist attraction, but there are many more places to see. There are miles of sandy beaches on the Pacific coast, with not a hotel in sight, and numerous islands waiting to be developed. The indigenous settlements with *the Cuna and Guaymi indians* are a forgotten world, and Old *Panama, which was sacked by* the British pirate Henry Morgan *in 1671, is charming.*

Panama's reputation, apart *from the canal, has been based* on its attraction as a tax haven, with hundreds of duty-free stores supplying imported Japanese, European and U.S. cameras, watches, televisions and stereo equipment. This is still, and probably will always be, Panama's chief attraction, but more people are starting to *to come for less materialistic* reasons and to explore the tropical delights outside the Americanised city.

The Panamanian economy is based *on services,* which provide about 60 per cent of the *GDP. Of this tourism accounts* for just over 6 per cent. As if *to stress its importance to the* economy IPAT runs a "tourist awareness" campaign for Panamanians to teach them, as one IPAT official explained "to exploit tourism, but not the tourist." There are special tourists police who wear a band on their arm and are trained to be polite to tourists. One of the local slogans is "More tourism, more progress," which is put into the mouth of IPACITO, the little Panamanian boy, who is the *symbol* of IPAT.

Panama, apart from Costa Rica, *is the most* politically stable country in Central *America. This, coupled with the* fact that the services offered in Panama City are *superior* to these normally expected in Latin American countries, makes Panama an ideal place for the well-off tourist and wealthy businessman.

With the dollar losing its value against other currencies, Panama is even more attractive. The dollar is the currency in Panama. Small change is in the Panamanian balboa currency, but notes are dollars.

Two U.S. airlines and 19 other airlines serve Panama and a new airport was opened last year to replace the old Tocumen Airport.

Panama is an expensive place compared with other Central *American countries. Its status* as an "offshore" banking centre, with so *many* wealthy resident and visiting businessmen, has pushed *up* prices. Hotels are more expensive than in most other Latin American countries, although they are still cheap compared with London.

Last year 24,000 fewer tourists came to Panama, a fall-off which could be explained by the uncertainty over the canal treaties. *The* IPAT figure gives 608,000 tourists in 1978, compared with 632,000 *in 1977*. This year, with the treaties coming into effect in October, IPAT estimates that 634,000 tourists will visit the country.

In the past decade the number of people visiting *Panama each* year has almost doubled, and to keep pace with this expansion more and more hotel rooms are being built. Hotels in Panama have one of the highest occupancy rates in the world, and there are times of the year, particularly during the dry *season,* from December to April, when first class hotels are solidly *booked. It is estimated* that 1,106 new rooms will be needed during 1980 to keep *abreast of* the flow of visitors.

The Government does not intend to change its policy of leaving tourist development to *the private sector.* It will continue to offer handsome tax *concessions to companies which* build new hotels. Critics of this policy argue that by doing this the Government is letting slip a golden opportunity to increase its revenue substantially. The Government, on the other hand, which is heavily in debt, does not have at its disposal the vast sums of money which are needed to develop tourism.

The one exception to this is the island of Contadora, 17 minutes by air from Panama City. The Government has built the hotel *there* and plans to develop the island.

The Government is also building Atlapa (Atlantic/Pacific) which is a convention centre. It is sited on the narrowest part of the isthmus, and in part of the complex will be a new hotel managed by Marriott. The centre, which will be opened later this year, fills a gap in Panama City's services, for the country is being increasingly used for business conferences.

Taboga, 18 miles from Panama City *on* the Pacific side, is being developed as a *rival to* Contadora. There will also be a scramble to develop the *land and islands in the Canal* Zone when they are handed over. Islands such as Perico and Flamingo on the Pacific side are prime real estate. The Government has not yet said what its policy will be over this land.

Tourism has a bright future in Panama. It will not solve the country's serious economic *problems, and may* even exacerbate the structural ones, but it is a *promising* area for development.

W.C.

The primitive world of the offshore islands

AS THE launch pulled into the old rickety jetty on the tiny Caribbean island of Wichub-Wala off the coast of Panama, young Indian boys *swimming* in the crystal-clear water began to chant: "Money, money, money." Tourists from the mainland had arrived to see and endlessly photograph one of the few remaining pieces of indigenous *Panama.*

The 300 islands of San Blas, of which only three are inhabited, are a world of their own. Apart from the National Guardsmen on the island of Porvenir, there are no other visible links with the mainland.

The Cuna Indians have lived on the islands for centuries and were there long before the Spaniards conquered this part of the world and businessmen discovered Panama as a tax haven. The canal and Panama's status as an "offshore" banking centre are alien to them. The Cunas are offshore in the *fullest sense of the word.*

Shout

Nevertheless, the islands have been visited *by so many tourists* that the Indians have learned quickly how to make the best use of its traffic—as anyone visiting the island soon discovers for himself.

Every photograph of a person —*not* a building unless it contains people—costs 25 cents and *the Cunas have got the exercise* down to a fine art. As soon as anyone raises a camera to their eye and is on the point of pressing the button the Indians shout: "Money." It is one of the few words of English—dollar is another—which they have learnt. The Cunas speak their own language which is incomprehensible to most Spanish-speaking *people.*

The women still dress in their traditional clothes of mainly red and orange skirts and wear head scarves to protect them from the fierce sun. They wear a golden ring in their nose and bands around their ankles. The women are strikingly beautiful with *high cheekbones and* modish, short hair; a talking point for women tourists, who until then believed that such hairstyles were created in Paris.

The men, who go by boat to the mainland every day or fish off the islands, wear Western clothes—T-shirts, baseball hats, and old army surplus trousers.

While their men are away the women do a brisk business in photographs. They play up with *a broad grin on their cheeky* faces to how tourists believe *Indians should behave. One old* woman went around with a Western *pipe in the corner of* her mouth and she collected *more money than any of her* friends.

She learned the trick from a tourist who once placed a pipe *in her mouth and got her to* smoke it. She was left the pipe and quickly exploited its commercial potential. The same woman has a monkey and insisted that he too should get *25 cents for his picture.*

"If the dollar drops any *more we could do this back* home," said one U.S. tourist, who went through several dollars-worth of photographs, and ended up unsuccessfully trying to take pictures when the Indians weren't looking.

The winsome Cuna Indian women pose readily for tourists' cameras: at 25 cents a shot

Intricate

The San Blas islands are famous for the "molas" which the Cunas produce. Molas, which in the Cunas' language means dress, are intricately embroidered cloths. They represent *the island's animal life:* mainly birds, fish and monkeys.

Legend has it that the molas, made of different layers of cloth, were the Cunas' imitation of the Scottish tartans brought to their country when the Scots attempted to found a colony in Darien at the end *of the 17th century. In this* case, legend, however picturesque, is *probably wrong.*

Guided by her elders the Cuna girl learns to make molas from an early age. Needle and scissors are the only tools used and each mola can require up to 100 hours' work.

They can be bought for $10 on the islands but go for any*thing up to $100 in the* U.S. Some tourists are just as smart *as the Cunas are* about photographs, and return to the mainland with dozens of molas.

W.C.

Scenic railway

THE PANAMA Railroad it not what it was in the 1850s when it *provided a main link in the* main route between New York and San Francisco.

At that time, before the West was won and before there was a safe overland route across the great plains and the Rockies within U.S. *territory*, the U.S.-built railway did booming busi*ness ferrying eager miners and* speculators to Eldorado and the *goldfields of California.*

Today, things are much calmer and the railway is, if anything, under-used. Nevertheless, the 50-mile, 1½-hour trip *provides the discerning traveller* with one of the world's most *spectacular rides. It should not* be missed by any visitor spending more than a day in Panama.

The other day I arrived at the Atlantic terminal of the Railroad at Colon station and sought immediate protection from the hot noonday sun in one of the two air-conditioned carriages where fans were working. At $1.75, the fare was *a bargain.*

Just before 12 noon we moved *off behind the diesel locomo*tive, out of shabby Colon, passed the marshalling yards and into the tangle of mangrove swamp and jungle which covers the surface of much of Panama.

The first station, Mount Hope, marks the site of the cemetery in which were buried some of the tens of thousands of Canal workers who perished through malaria and exhaustion.

At a level crossing near Mount Hope, a U.S. Army truck carrying troops in *combat* dress—a rare enough sight in other parts of the Panama Canal Zone—was a reminder that we were passing near Fort Gulick, a jungle training base where America has helped to train *not* only its own troops but soldiers from most of the *Western* hemisphere.

Bamboo

A few moments more and *there was the first sight of* tanker funnels moving slowly *above the tall grass and bamboo* thickets. Gatun Station is a few *hundred yards from the great* locks which lift ships up the 85 *feet to the Gatun Lake, which* forms the main thoroughfare *for navigation across the* isthmus.

After Gatun, the train again leaves civilisation and moves *out across marsh and embank*ment towards Monte Lirio and *Frijoles, all the while giving* distant views of the ships making their cautious passage, with pilots' guidance along the dredged channel across Gatun Lake.

Frijoles is the staging post for the ferry for Broo Colorado Island, a scientific station, packed with researchers and *equipment from the* Smithsonian Institution in Washington. The station *investigates* the hyper-luxiant flora and fauna of the tropics.

After an eight-mile stretch, along which the train seems in danger of being engulfed by the voracious palms, ferns and creepers growing along the track, U.S. technology once more *appears* in force *at* Gamboa, the principal base for maintenance and dredging operations at the mid-point of *the Canal.*

Who but the Americans could have bought a *gigantic* dredger, named "Rialto M. Christensen," able to bite 15 cubic yards of mud at a time, lodged in the middle of tropical jungles of Panama?

For a few miles, the track leaves the side of the Canal which makes its way alone through the treacherous Gaillard Cut which called for the removal of millions of tons of rock and earth and whose banks *are always threatening* to slip and block the Canal for the *umpteenth* time.

Round the corner, and the *train reaches Paradise—or at* least Paraiso, which is the *Spanish equivalent — before* drawing alongside the Pedro *Miguel lock* which, with the Miraflores sets, bring the ships *back down to sea level* and the Pacific Ocean.

By now the jungle wilderness has receded and Fort Clayton and Albrook Air Force Base on the left-hand side are another reminder of the power that the U.S. has—and intends to keep—in Panama.

Shortly before 1.30, the diesel pulls past the middle-American domesticity of Balbao High School, the Shriners headquarters and longshoremen's union. At Panama Station, the motley trainload of canal workers, army personnel and tourists rush for their bicycles or taxis, brushing aside the way of salvation mutely offered by a box of Christian Science literature.

H.O'S

Decision near on copper project

THE GOVERNMENT of Panama is in the final stages of deciding whether it can go ahead with a very ambitious $1.6bn project to construct one of the world's largest copper mines. Barring any unforeseen problems the mine could be producing about 202,500 tonnes of copper a year by 1985, the first full year of production.

The Canadian Export Development Corporation is prepared to lend $1.1bn to Cerro Colorado, the company set up in a joint venture with Texasgulf, a U.S. mining company, to develop the mine. The government's autonomous agency, Codemin, at the moment has 80 per cent of the shares of Cerro Colorado, and Texasgulf the rest. This arrangement could change depending on the outcome of negotiations.

Problems have to be ironed out over how the $500m equity will be split up. Cerro Colorado is ready to commit itself to the tune of $335m and is in discussions with the World Bank for such a loan. The government is looking to Texasgulf and other private sources to put up the other $165m.

British Kynoch Metals, which is interested in buying some of the copper, has been approached among many others for a contribution towards some of the equity, or towards possible cost overruns and cashflow deficiencies. However, discussions are still at a formative stage and agreement is not expected until the summer.

Loans

On the gloomy side the project would mean a sharp increase in Panama's public foreign debt which, at $2.4bn, is already in per capita terms among the highest in the world. Further loans would only increase this burden on the economy, which last year cost $350m in amortisation and interest.

On the bright side the mine, which has potential reserves of 1.3bn tonnes of ore, would provide 2,176 jobs and would, assuming copper prices hold, contribute $500m to the Gross Domestic Product, according to a feasibility study prepared by Cerro Colorado.

The study estimates that, with the copper mine, the Panamanian GDP will rise from its present $2.3bn to $3.6bn in 1984. Without the mine the GDP would increase to $3.1bn in 1984.

The mine would contribute much-needed earnings to the huge balance of trade deficit (almost $600m in 1978). Exports of copper could be worth about $500m a year and the imports bill would rise by only $100m if the mine was in operation.

On this basis the government believes that the mine is a viable project. But it does not want to take too many risks because it burnt its fingers several years ago when it expanded over-ambitiously into the sugar market with disastrous results when sugar prices plummeted.

This reluctance to take on too many risks could be a sticking point in negotiations.

The government is understood to have made it clear that it will not guarantee the loans and so if the mine collapsed the government would not bail out those involved. How this problem will be solved, with the Canadians worried by the government insisting on spreading the risks, remains to be seen.

The project, sited 160 miles west of Panama City, near the Gulf of Chiriqui, would involve a complete infrastructure with a concentrator, sulphuric and phosphoric acid plants, roads, a port and housing.

One aspect which recently has been given a lot of publicity, is the possible adverse ecological effects of the copper mine and the danger of polluting rivers which serve cattle land.

It is estimated that about a thousand Guaymi Indians, who live in the Chiriqui area, would be displaced by the project. And there are fears that the mine would cause rare animal species to become extinct.

There is no public information on the criteria for indemnification. When the matter was raised publicly Sr. Rodrigo Gonzalez, president of Cerro Colorado, brushed these fears aside and said that with the wealth, which the mine would bring to the area, the Indians "instead of dying of worms would die of indigestion."

Cerro Colorado denies that there is any danger to the environment. The danger from the sulphuric gases would be very little, says the company, because the gases would be piped off to make sulphuric acid.

Sr. Jaime Roquebert, director of the project, said: "If everything goes ahead, we shall be creating a whole new area and developing new skills. And perhaps we could contribute to stemming the flow of people from the countryside to Panama City."

W.C.

Bananas the main export

BANANAS are Panama's main export and an important provider of employment. Last year a record 33.4m boxes were shipped abroad, worth about $80m—almost one-quarter of total exports—by an industry employing over 11,000 people.

Since 1866, when the three Franc brothers began shipping bananas to the U.S. from Central America, Panama has been among the leading banana producing countries. The banana industry has provided much needed employment for the impoverished countryside, where unemployment is high, and vital earnings for an economy which exports little else apart from sugar, shrimps, some beef, cocoa and petroleum products.

During the last 10 years banana exports have earned Panama an average of about $60m a year. Production is centred near the border with Costa Rica, at Changuinola on the Atlantic coast and Puerto Armuelles on the Pacific side and is run by United Brands, the U.S. multinational which has been operating in Panama since the end of the last century. The two areas account for about 37,000 acres of plantations.

The banana industry has been hit by few problems, and this year's production looks likely to be high. But recent steps taken by the Panama Government and other Central American countries suggest that the thorny question of outright nationalisation of the industry could be on the horizon.

However, few people in the banana business attach much importance to the idea at present, because it would frighten away foreign investors as well as the local private sector, whose support is being sought to invest more in the country.

Nevertheless, this does not mean that nationalisation could not happen. In 1974 the idea was considered, but in the end the Government decided to increase the tax per box which United Brands has to pay. The multinational also had to sell the plantation land back at a nominal price. The tax rose from 2.5 cents a box to 40 cents.

United Brands handles production and marketing, which is exclusively for export, but now only owns the bananas and not the land. Other plantations not run by United Brands provide for the domestic market.

Fears

If the Left were to come to power in Panama—and probably anywhere else in Central America—nationalisation of the banana industry would probably be one of the first steps to be taken. As it is considered unlikely that this would happen, nationalisation is thought to be out of the question. But this has not calmed the fears of people in the banana business, who are worried by several recent moves.

The Panama Government has set up COBAPA (Pacific Banana Corporation) and COBANA (Atlantic Banana Corporation) to handle some exports of its own. United Brands does not consider these two organisations as direct competition, and relations between the Government and the multinational remain "very good." But the motive behind their establishment is not completely clear. There is a suspicion that it could be the beginning of a process which might eventually lead to nationalisation.

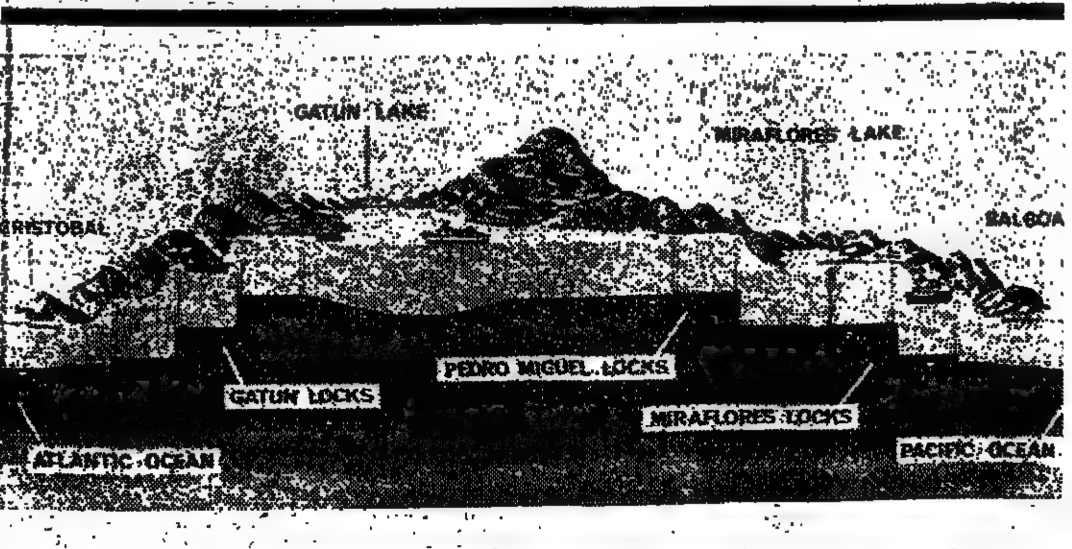
The idea behind setting up COBAPA and COBANA was ostensibly that the Government was interested to see if it could find markets of its own and whether it was capable of handling exports. United Brands helped to fill the first COBAPA shipment, which went to Yugoslavia last summer in exchange for farm machinery, since the Government did not have enough bananas of its own.

Since then there have been further shipments, aided by United Brands, several under the banner of COMUNBANA, which is the export arm of UPEB (Union of Banana Exporting Countries), an organisation of Latin American countries which grew out of the "banana war" in 1973-74. The other members are Colombia, Costa Rica, Guatemala, Honduras, Panama and the Dominican Republic.

UPEB is a kind of OPEC of the banana world, which operates between the producer and the market. Sor far the organisation has reached little agreement over prices and a common strategy, but if it ever operates efficiently it would threaten the viability of private companies such as United Brands.

COBAPA has economic problems and reportedly has a debt of $9m. This year it does not plan any shipments and will sell its bananas to United Brands. But it has the option to reopen its own markets if it so wishes. Whether the Government of Panama will pursue the issue remains to be seen.

W.C.



Sailing through the Canal

THE 50-mile journey, which takes about eight hours, carries vessels through a series of locks (above) up to the Gatun Lake, 85 feet above sea level, then down again to the other ocean. Below: the USS Tarawa, the U.S. Navy's amphibious assault ship built to pass through the 110-ft wide locks, negotiates the nine-mile Gaillard Cut. The waterway, over which Panama assumes full authority this October, was opened in 1914.

Agriculture backed by government

PANAMANIAN peasants are the "favourite sons of the revolution," according to a much-publicised government slogan. Since 1968, when Gen. Torrijos came to power in a coup d'etat, far greater priority has been given to the impoverished countryside, but the imbalance between the rural and urban sectors of the country's economy is still profound.

According to the Ministry of Agricultural Development, the countryside employed 35 per cent of the country's 620,000-strong work force in 1977 and it contributed 16 per cent of the $2.2bn Gross Domestic Product. Three quarters of the total value of Panama's exports are agricultural—mainly bananas and cocoa—but the per capita GDP in the rural sector is five times less than in the urban sector. One third of the 1.8m population earn less than $200 a year and most of them are rural workers. As a result migration from the countryside to Panama City has been increasing.

Between 1960 and 1975 food imports increased by 218 per cent while national food production rose only 70 per cent. However, the government's efforts to increase production are at last beginning to pay off.

Record

Last year was the second good year in a row for agriculture. The record rice harvest produced a small exportable surplus and an increased output of beans and corn almost covered domestic requirements. Sugar exports were a record 125,000 tonnes compared to 114,000 tonnes in 1977, and it was also a record year for bananas with 33.4m boxes exported, 10 per cent more than in 19[illegible].

"All this land was uncultivated several years ago," said the young and enthusiastic official from the Agriculture Ministry as we drove up the Pan American highway towards Santiago, in western Panama. We passed state sugar plantations and rice fields and new electricity pylons.

The ministry is now housed in Santiago in the province of Veraguas as well as in Panama City, so emphasising the increased importance which the Government is giving to agriculture. Veraguas and the neighbouring province of Chiriqui are the main agricultural areas. It makes political as well as economic sense for the government's programmes in the countryside have won them more support among the peasantry.

The ministry, created in 1973, brought together the old Ministry of Agriculture and Cattle-Farming, the Agrarian Reform Commission and the Institute for Economic Promotion. The idea behind the new ministry is to co-ordinate greater agricultural production and more social development. Plastic cups in the ministry's canteens carry the slogan: "Production is Revolution."

Traditionally one of the pressing problems in Panama, as in many other Latin American countries, has been the desperate situation of "precaristas"—poor peasant families who illegally occupy and farm land, which is often part of a latifundia (large private estate).

The government is solving this problem by creating "asentamientos campesinos"—peasants settlements—on the land which they occupy illegally. At the request of the peasants the land is expropriated by the government.

Solved

Between 1969—when the government's agrarian reform programme began—and 1977, 730 estates totalling 490,784 hectares were expropriated for the benefit of 18,200 families, about 90,000 people. Most of the expropriated land belonged to multi-national companies such as United Brands and the Coconut Boston Company. United Brands continues to own the bananas but not the land.

In an interview Sr. Ariel Barnett, vice-minister for agriculture, said the precarista problem was now solved and that the fundamental problem of production remained.

More than 7,000 families, which have benefited from the agrarian reform, are organised into co-operatives and the rest work plots of land on an individual basis; in state-run companies like that for the production of citric fruits, or sugar mills, or for multi-nationals such as United Brands.

The government prefers families who occupy land illegally to form co-operatives, once their status as an asentamiento has been established, rather than to work the land individually. Co-operatives make for a more efficient economic unit. Once families join forces the government can supply them with water and electricity and provide other services such as roads and schools.

Production has increased greatly as a result of the formation of co-operatives but it is still hampered by the existence of minifundia, which are often isolated and use antiquated means of cultivation. However this problem is also diminishing, for the number of farms with fewer than 20 hectares is decreasing, although they still represent a majority.

Government expenditure on agriculture has greatly increased because of the importance now given to the countryside. But it has also had to increase because of the dramatic fall in private investment in the past four years. Since 1975 the local private sector has been frightened off by the Government's policies.

Roads

This fall in private investment, which was never very great in the countryside anyway, has meant that to keep pace with production targets the Government has had to devote more of its budget to agriculture. This year 15 per cent of total public sector investment of $395m is for agriculture; 35 per cent of the investment is for the construction of new roads and providing electricity in new rural areas. This will also help the rural sector.

Foreign investors have also greatly neglected the Panamanian countryside, because of the low profit margins. Last year only 2.7 per cent of the $1.8bn-worth of loans provided by banks in Panama, mainly foreign ones, went to agriculture. The Government is beginning to feel that it is about time the foreign banks were prepared to take a few more risks in a country where, thanks to the liberal banking laws, they are making handsome profits.

Until they do Panama is unlikely to narrow very much the huge gap between city and village.

W.C.

A reminder of Washington's presence in Panama. A U.S. officer and his wife take tea in their Canal Zone home in the early 1900s

Ranching: a tough job with varied problems

PANAMANIANS like their beef steaks and consume per head twice as much as people in neighbouring Costa Rica. They can afford to for Panama is self-sufficient in beef, which is mainly provided by large private ranches in the provinces of Chiriqui and Veraguas and by small holdings around the country.

One of the largest ranches in Panama is owned by the Motta family. The 8,000 hectare ranch in Chiriqui in western Panama was bought by five brothers in 1946 from an Englishman. Since then the size of the herd of Brama and Indo-Brazil bulls and cows has grown to almost 12,000. About 2,000 cattle a year are sold for slaughter from this ranch.

To spend a day at the Motta ranch is to get a sharp impression of the ranching business. The Mottas themselves run a liqueur import-export business in Panama City and the Colon Free Zone and normally travel to the ranch only at weekends in their private plane. A farm manager looks after the day-to-day running of the ranch and it is a tough job.

The cattle, strange-looking beasts with large ears and a hump in the middle of the back, appear to the ignorant outsider to be just roaming across the land and chewing the grass. In fact the business of ranching is far more complicated than this.

Every month there is something special to be done on the ranch. This month the dry season ends and the heavy rains begin so the grass will have to be trimmed.

Sleepy

During the dry season the cattle are fed straw and molasses. But between now and December 140 in. of rain will fall and what is now fairly parched, dry land will sprout lush grass on which the cattle will grow fat.

The grass is vital for the cattle, but with it grows "bad" grass. Just over 100 workers are permanently employed on the Motta ranch, but when the rain begins another 200 people will find temporary work on the farm.

They are needed to trim the grass with their machettes to a specified protein height and to root out the "bad" grass. For the peasants of Remedios, a small sleepy village a mile away from the ranch, the rain means a chance to earn some money from "la familia."

When the five brothers bought the ranch the English owner travelled around his land on horseback and it would take him a whole day to visit every part. Now there are John Deere tractors levelling parts of the land and some fields are irrigated for rice production. After April many of the new labourers will make for the more isolated parts of the land, which goes down to the Pacific and is inaccessible to the tractors. There they will slash away at the grass.

The calves are born in the dry season after December and the first few weeks of their lives are a headache for the ranch manager. He has to try to keep buzzards and other preying birds away from them.

Buzzards

I understood the difficulty of doing this when I travelled around the land in a Jeep. Suddenly we came to a field where about 50 cows were resting from the afternoon sun in the shade of some trees. The manager trod on the accelerator and we sped across the land pointing the vehicle at dozens of buzzards by the side of the cows.

Several buzzards hovering over bloody new-born calves were ready to peck at them. "They can kill them at this age," said the manager. The buzzards took off in a great flight but when we had driven on some of them returned.

The bulls, worth anything up to $15,000, are displayed at cattle fairs around the country and have won the Motta family many trophies which fill a room of the ranch house.

Ranchers in the Chiriqui area are concerned about the intended construction of the Cerro Colorado copper mine in the mountains nearby and say that the mine could pollute the rivers from which the cattle drink.

A decision has not been taken yet on whether the project will go ahead but ranchers are already issuing dire forecasts about the results for them if it does.

Their fears are exaggerated, says the copper company. Nevertheless, extreme caution will have to be taken to make sure that there is no danger to the rivers. Panama is not self-sufficient in many products and were cattle to be harmed from polluted waters beef might have to be imported.

W.C.

THE ARTS

Cologne Opera

Omphale

by RONALD CRICHTON

One of the many aspects of the mass of legend surrounding the hero Heracles or Hercules is the incident of his enslavement to the Lydian Queen, Omphale, his mistress in both senses of the word. Artists in classical times and since the Renaissance were tempted by the couple's exchange of club and distaff and even of clothes. Saint-Saëens wrote a symphonic poem on the subject of Emphale's spinning-wheel. Among composers who have treated the story operatically are Cavalli, Telemann, Simon Mayr and now the East German Siegfried Matthus (born 1934), an Eisler pupil who worked with Felsenstein at the Komische Oper in Berlin.

His *Omphale*, to a libretto by Peter Hacks, was first given at Weimar a few years ago, then revised for the present Cologne production, a "Deutsch-Deutsch" (East-West) occasion of some importance. The libretto is unusually good—tightly constructed, pithily and amusingly phrased. Queen Omphale, whose lands are ravaged by a rampageous lion and by a man-eating monster called Lityerses, lives quietly in her Lydian palace consoling herself with a slave who has taken her fancy. The slave fathers a child by Omphale's servant Malis: the child is born and grows to manhood during the very night of his conception. The event leads to the discovery of the slave's identity. Heracles kills hte lion. He and Omphale fall still more deeply in love. They see their exchange of sexual roles as an extension or completion of their love.

Omphale now wears the lion-skin and wields the club. Heracles puts on her saffron robe and wields the distaff—though he can still snap off a tall marble column and place it across the palace entrance to bar the way to intruders. The monster Lityerses remains, however. Finally the hero is goaded into action. Off he goes, still in drag, to the desolate vineyard which is the cannibal's lair, where Lityerses is slavering over the abducted nymph Pimplea, beloved of the shepherd Daphnis. Omphale follows, skin-tight black leather under the lion-skin. After a bloody fight of which Heracles bears the brunt, the monster is slain. Omphale precipitately gives birth to three more man-sized hero-sons of Heracles and thus resumes her woman's role. Heracles, once more a man, plants his club in the soil of the vineyard. It sprouts olive-leaves signifying peace.

The music at a first hearing seems content to miss the ironic, pointed tone of the libretto. The opera is carefully composed in freely atonal style for a modern symphony orchestra — good, serious, middle-of-the-road stuff that doesn't quite stimulate the desire for extra study that might bring greater rewards. The love music for Daphnis and Pimplea, in the first-act Intermezzo and again later, shows a lyrical vein not always evident in the scenes for Omphale and Heracles. The scoring is often thick and the Gürzenich Orchestra of Cologne more remarkable for solidity than finesse). There was a feeling of sluggishness conceivably due to a fault noted in several modern opera scores of this kind—stretches of immobile arioso too impersonal for drama or lyricism. The opportunities offered by the text for metrical patterning of the vocal line are infrequently taken.

The Colgne staging is very competent. Michael Hampe produces in designs by Jan Schlubach, with ingenious and becoming costumes by Reinhard Heinrich. Besides looking equally fetching in saffron robe or hero's leather, Edda Moser sings the demanding title-role with serene assurance. Heracles is Victor Braun, whose warm baritone timbre is a memory that Covent Garden might allow us to refresh. The ripe-voiced Maria Szirmay sings Malis, Georgine Resick and David Kuebler make much of their scenes as Daphnis and his nymph, Wilfried Badorek and Matthias Hölle sing the half-brother and elder son of Heracles. Ulrich Hielscher spewed venom as the cannibal gives a lumbering comic solo. Rainer Koch conducted. In proportion to its size Cologne is giving *Omphale* a better chance than most contemporary operas can expect in London—six performances with more to come in June.

Victor Braun and Edda Moser

Purcell Room

New Scottish music

by NICHOLAS KENYON

The Redcliffe Concerts of British music justified the penultimate word of its title on Sunday night by bringing to London for the first time the well-established New Music Group of Scotland. They presented four works, two of them substantial vocal settings for Josephine Nendick: *Ave Maria*, by Margaret Lucy Wilkins, which sets medieval English texts; and *One Foot in Eden*, by Thomas Wilson, which sets three poems by Edwin Muir.

The latter title may be familiar as the name of the Arts Council's recent film about Peter Maxwell Davies' life on Orkney. But Davies is not the only composer inspired by the northern islands, nor is the poetry of George Mackay Brown which he sets the only possibl literary response to the wild wonders of the area. Edwin Muir's quite different, measured, carefully selected metaphors convey another part of Orcadian culture, far less self-consciously primitive, and Wilson has here matched them with potently evocative music.

With eight instruments and voice he succeeds in creating crisply characteristic textures, especially in the interludes between the poems: a swirling, windy scherzo of cross-rhythms disintegrating into unearthly echoes before the second, high, clashing shrieks for strings and harp over the odd sustained note at the start. The vocal writing is direct and communicative, though the first and third poems had more direction than the diffuse central narrative. One or two over-written climaxes and a touch of tremolo cliché at the rearrival of the strange horses in the second poem sound too simple in what is otherwise a subtle and stimulating score.

The playing seemed, without scores, most accomplished. Adrian Shepherd, the cellist well known as the director of the chamber orchestra Cantilena, played Lyell Cresswell's *In memory of . . .* with splendid vigour and control, and Edward Harper directed from the piano his own calmly winding Quintet — a quiet piece which, for once, did not lack purpose and a sense of direction. A fine debut: good performers of contemporary music are by no means limited to the metropolis.

Rowan/Round House

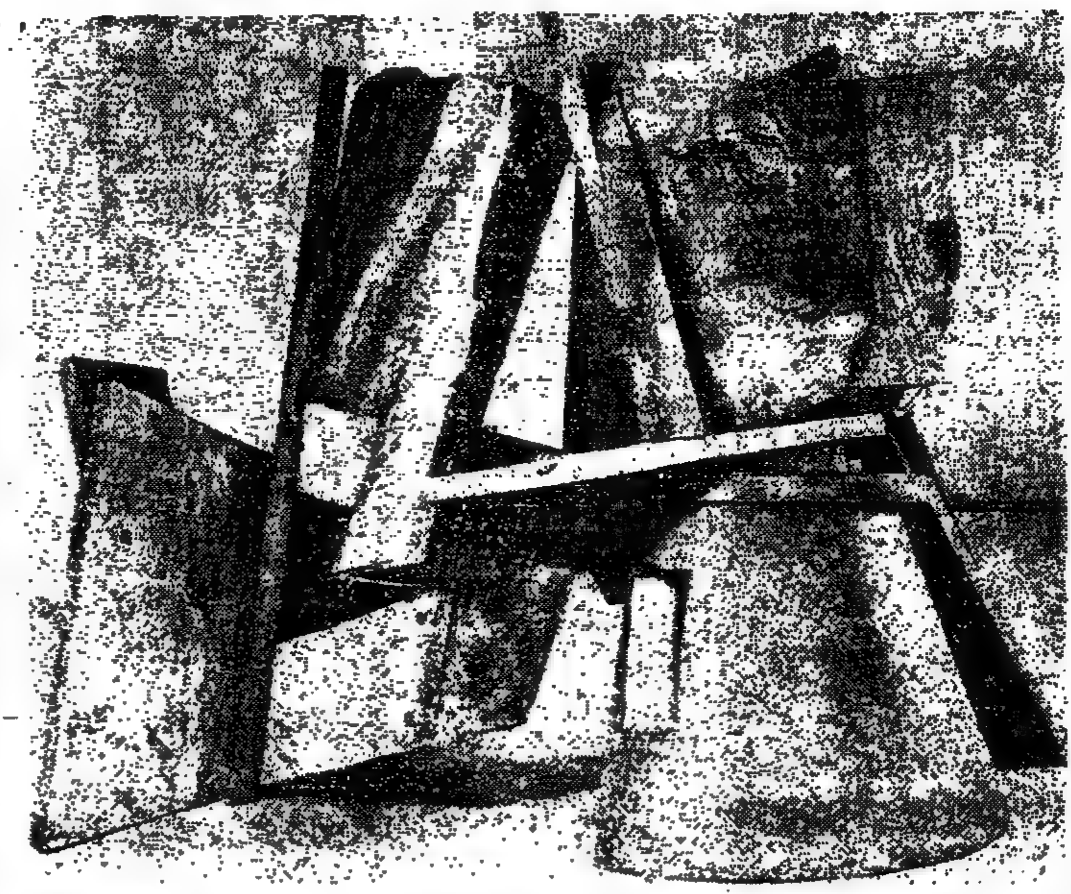
Philip King and Michael Kenny

by WILLIAM PACKER

Contemporary British sculpture does us all great credit, though one would hardly guess as much from the support we give it. Works are bought, of course, by the various institutions whose job it is to support the art, but constraints of size and portability must often weigh, quite literally, most heavily against the acquisition of the more ambitious items: and, for the rest, the few public authorities who make it their business to intervene imaginatively and judiciously, Harlow and Milton Keynes for example, are conspicuous in their isolation. In London the few modern works in public places are as likely to be there by the artists' generosity as by any actual patronage. There is no legal provision in the cost of development of a site for commissioning of works of art, which is a simple device, and commonplace abroad. Architects and town planners appear to distrust artists, for they are markedly reluctant to invite their early co-operation, and never do so as a matter of course, even going so far as to feel they can do better themselves on the cheap, and at the last moment. Too often what work does appear is desperately cosmetic, commissioned in haste, or bought from stock, as it were, when a windswept patio or blank curtain wall turns out to be rather less engaging than was envisaged in the architect's own water-coloured proposals.

At the end of it all the artist is expected to be grateful simply for being noticed, while bearing all the costs of time and material himself, any profit quite withered away. It is, in short, extraordinary that anyone here, where we cannot wait to get the magnificent Henry Moores out of Kensington Gardens, and the brave public sculpture scheme in Regent's Park excites angry letters to the newspapers still, should persist in the exacting and unrewarding prictice of sculpture. And yet artists of the very highest quality do remain here, even with Mr. Moore now very much hors concours: and two current shows make the point.

Philip King, who studied under Anthony Caro, and was closely associated with St. Martin's in its great days in the early Sixties, is showing now at the Rowan (until April 26) his most recent work, one or two small pieces but pre-eminently a huge pile of a work, half again as high as a man, that he calls "Within." King has always liked to work on such a scale, returning to it often, and the open structure, and the inviting space too, that is first screened and then opened out, have been regular pre-occupations. But considerable changes have been taking place lately, the former general lightness and industrial anonymity of surface and material much modified. The scale taken down, the base broadened but the space closed in, the material massive and natural, heaped into loose apparently impromptu pyramids, until, that is, we read the cunningly casual metal armatures that hold the slabs and beams in place, the work has taken on a much more secretive and mysterious character, recalling his own early work admittedly, with its mythical associations, but also an ancient world of tombs and barrows and other dark, old places.



'Within' by Philip King

This new work, then, is a great surprise, for though King continues to mix the now familiar ingredients together with unfailing sensitivity, invention and technical command, slate, wood and metal, a certain weight seems to have lifted from him. The physical lightness of the piece, in the mind at least, is remarkable, a huge mass poised in mid-air with little apparent effort. As we walk around it draws us to it, begging closer inspection: and as we thus move in its massive, fortress nature, strong and simple and beautifully composed, changes to something rather less unbending, as the eye runs across and into these perfectly judged and regulated surfaces, bolts and ramps, nooks and crannies. It is a true tour de force; the best new work to be see nin London for some considerable time. ...

And at the Round House in Chalk Farm (until April 28) King's fellow Associate of the Royal Academy—the cobwebs were swept away long ago, and the windows opened—Michael Kenny is showing his larger recent work and a number of new drawings in the context of a compressed retrospective. His work, however, is of a very different kind: where King's is massive and monumental, Kenny's is fragmentary and diffuse, the former humane only by association, the latter haunted by a palpable human presence. It takes up quite as much space, but in area rather then volume. A low rostrum is set out as the stage on which Kenny's images must come to life, furnished with perhaps a stool of sorts, arcane marks and symbols incribed on the boards, a few ambiguous implements set out, a plumb, a string, a brass rod.

And there is the residual cast of the figure itself, from which we must ourselves project its full condition: but all we have is a fragment, a token, an abstraction. And we are ldft to invent for ourselves the role that was or might be acted out. Such work is dangerously precious, which is generally the condition of all work in the visual arts, sculpture especially, that is consciously poetic, so much to do with arrangement and disposition rather than making, so highly sensible. But Kenny persists in it, and in the end wins his private battle. The work has an integrity and consistency that commands respect: and a real physical beauty too, given time and sympathetic consideration. Which is not to suggest he deserves any special treatmen or allowance, but simply to say that all serious work in the arts, as in other fields, should be taken first on the terms it sets itself, which can demand of the viewer much time and careful attention. Kenny's thoughtful and delicately exact work wil ltease any imagination that cares to tune itself to its quiet rhythms and suggestions.

Finally a word about the Round House Gallery itself, which in its short life, under the direction of Jim Latter, has become one of the most coveted spaces in London, an unusual shape, admittedly, but able to accomodate the laregst works. But the Round House is funded as an Arts Centre, with the emphasis very much on the performing arts, and no obligation to support a gallery at all. We must pray that the success and now importance of this excellent, modest venture, with all that implies, does not go unremarked by those with power of dispensation over it.

BBC 2/Radio 3

Carmen

by MAX LOPPERT

As all the world must know by now, April is BBC television's Opera Month. It is a bold undertaking, promising in its eight complete opera broadcast ventures off the beaten track in addition to the repertory favourites. More in sorrow than in anger, therefore, it must be noted that the season got off to a distinctly unpromising start on Sunday evening with a *Carmen* from the Vienna State Opera that was big, internationally starry, brightly coloured, and dramatically limp.

Xeffirelli, producer, designer, and director for television, concentrated on what in the film world are known as Production Values. Money was lashed out on this *Carmen* (the Vienna correspondent of Opera reports in the February issue an overall cost of 15m Austrian shillings, or over £500,000), and it showed. Most of the time, the large stage was packed—with milling crowds in opulent costumes, live animals, spectacular scenery (the close of Act 1 borrowed, dubiously, from *Samson and Delilah*), Spanish dancers a nd so on. In other words, the usual big-opera-house mistake had been made with an opera that is a small, tight comedy enclosing a terrible tragedy, and the results were the usual ones—inflation of stage perspectives, reduction of dramatic intensity.

All this was emphasised by the television presentation. If it was not the most inept relay from a leading opera house that we have seen, it was still none too happily achieved. There was randomness, an air of large-scale indecision, in the way crowds streamed back and forth across the screen, obscuring the principals and diluting the dramatic direction (the start of the Habanera was a mess). Better such, though, than the camera-dives into the pit and long, loving glances at the conductor, Carlos Kleiber, usually just at those moments when a singer demanded to be the focus of attention. It was instructive to record, in the Card Scene and in the final duet, two episodes in which the viewer was permitted temporarily unhindered access to the characters, a sudden rise in the temperature.

Kleiber's conducting was brilliant, of a kind sometimes no more than a hair's-breadth away from effects-seeking showiness. The quintet was hard driven, "Là-bas, là-bas" pulled about from slow to fast. The playing had been buffed to a high-gloss finish, but it lacked charm, Gallic salt. It was hardly a performance to extol the classic virtues of *Carmen* vocal style. Three of the principals boasted large, handsome voices, and spread them generously along the vocal lines. Elena Obraztsova's mezzo, except when she pressed it into a snarl, was its gorgeous self; she played Carmen with a Cinerama smile and an all-purpose hands-on-hips posture, without wit, flash, or danger, and with notably poor castanet technique. It was unkind of Zeffirelli, the designer, not to disguise more effectively her want of the *physique du role*.

Unkind likewise to dress Placido Domingo up as a large furry teddy bear. At least no tricks were played on the voice, which poured out with golden ease and passionate freedom. Obraztsova's compatriot Yuri Mazurok was the wooden Escamillo. Except by the Micaela of Isobel Buchanan, touching and true if not always sweet of tone, various degrees of violence were practised on the French language. There was the oddest mixture of (authentic) spoken dialogue and (unauthentic) recitative in an edition disfigured by cuts.

Boult at 90

Among the many tributes to Sir Adrian Boult on the occasion of his 90th birthday next Sunday will be special feature programmes on radio and television. These include: *Sir Adrian in Rehearsal* (BBC Radio 3, April 5); *A Tribute to Sir Adrian* on BBC 2, April 6; *Desert Island Discs* (Radio 4, April 7); BBC concert from the Royal Albert Hall (Radio 3, April 8).

Sir Adrian's new recording of *Holst: The Planets*, made in association with KEF Electronics, is released this month.

Tower, Canonbury

Divorce Me, Darling!

by MICHAEL COVENEY

Sandy Wilson's 1930s sequel to *The Boy Friend* had a moderate success when first produced in 1964. At a time when nostalgia and inaccurate pastiche is rife in the London theatre, the enterprising Tower Theatre has mounted a splendid revival that demonstrates Mr. Wilson's unrivalled gifts as an affectionate parodist. I have long considered this score to be superior even to that of *The Boy Friend*, and the onstage reality, with modifications and revisions by Mr. Wilson himself, confirms me in that opinion.

Polly, Maisie, Dulcie and Nancy, now married, are holidaying at the Hotel du Paradis in Nice. Their respective spouses are also, quite separately, on hand, and this leads to the fluffy marital confusion that could end in divorce all round, although, of course, the likelihood is minimal as adultery in Mr. Wilson's world is more a matter of fantasy than of fact. Polly's parents-in-law, the Brockhursts, invade the Promenade at the head of a troupe of Health and Beauty girls; Madame Dubonnet, who "finished" Polly, is appearing in cabaret at the Cafe Pataplon; and the maid, Hortense, now works in the Hotel and has her eye on the manager.

Polly, Maisie, Tony and Bobby play out their chance encounter in the form of a wickedly funny re-run of a famous scene in *Private Lives* (the Duke of Monomania's yacht is bigger even than the Duke of Westminster's!), and the temporary reunion of Polly and Bobby is done in the style of Astaire and Rogers at their most languidly flirtatious. When all is happily resolved on board the Duke of Monomania's yacht, Madame Dubonnet appears as Marlene Dietrich to regale us with "Blondes For Danger," one of the wittiest numbers Mr. Wilson has written.

Noel Howard's production is, quite simply, one of the best amateur productions I have ever seen, scrupulously exact in its period detail, touching and funny, never coarse. The sets and costumes are a feast for the eye, and the performances, notably those of Angela Jenkins as Polly, Anne Katz as Hortense and Bill Craig as Sir Freddie ffotherington-ffitch, are bang in style. An exhilarating evening, then, that suggests, if anyone has the money to spare, that a professional revival would do us all a world of good.

Festival Hall

Tavener

by MAX LOPPERT

Antigone, daughter of Oedipus, buried her brother Polynices after his body had been condemned to lie rotting outside the walls of Thebes. For that act—an infraction of the edict of Creon, king of Thebes, which was itself a grievous transgression of moral law—she was punished with entombment in stone. In *The Immurement of Antigone*, a monodrama for soprano and orchestra given its first performance at the last of the Four Friday Concerts by Vivien Townley and the Royal Philharmonic Orchestra under Wolfgang Rennert, Antigone describes her living death. Gerald McLaron's text summarises past events (after Sophocles) and recounts present thoughts and feelings in a form that bears comparison with the classical *scena*.

At a pre-concert talk Tavener revealed that he had written the complete voice part first, and from it had derived every aspect of the work's harmonic substance. (Study of the score bears out that the six notes of the soprano's opening phrase hold the key to the musical working.) From the soloist are demanded a Brünnhilde-like range, from G below the stave to B above it, and powerful projection in a tessitura that rises, and through an orchestral texture that thickens, with the piling of the stones.

But the vocal line, at least as heard in this performance, makes no very specific effect, sounding broadly "dramatic" rather than illuminative of character and situation. *Antigone* conveys, as a whole, a stronger charge of energy than other recent Tavener compositions (such as *Palintropos*, also heard on South Bank last month) have done; but it seems a generalised kind of energy. Perhaps its subtler features wait to be traced by a more penetrating (and vocally penetrative) interpreter. Miss Townley rang out some big, bold phrases, others in which pitch was vague, still others lost to the orchestra, and her words were mostly inaudible. The work was discreetly and harmlessly staged.

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Sadat stands isolated

PRESIDENT Jimmy Carter was only being realistic when he described the Egyptian-Israeli peace treaty, signed in Washington last week, as only "a first step on a long and difficult road" towards a comprehensive Middle East settlement. Just how long and difficult it will be has been underlyined by the reaction of the rest of the Arab world, as exemplified by the results of their ministerial meeting in Baghdad. The rationale for the two-part Camp David programme was that some at least of the other parties to the conflict—Syria, Jordan and the Palestinians—would come round to the view that it would be in their interests to negotiate over the future of the West Bank meeting seriously undermines, if it dos not entirely destroy, any prospect of this happening.

At their previous meeting in November, it looked as though the moderate forces in the rejectionist camp, notably the Saudis, had exercised a restraining influence on the hard-liners. Even in the middle of last week's meeting the moderates seemed to be holding their own, at the risk of a split in the Arab world. But in the end the agreement that was hammered out on Sunday constitutes a condemnation of the peace treaty by the Arab world of unexpected severity.

Sanctions

The outright rejection of the treaty by all the Arab states, apart from Morocco and Oman, means that there is little chance in the foreseeable future that any of them will participate in negotiations with Israel. The Egyptians (with the Americans) can still try to press ahead with negotiations over the West Bank, but the process will be even more difficult than it would otherwise have been.

Even more disturbing than the rejection of the treaty is the Baghdad decision to ostracise Egypt politically and to impose economic sanctions which are clearly intended to be severe. However these measures work out in practice, they are bound to make President Sadat's position more vulnerable, and uncomfortably dependent on the U.S.

Just how draconian the sanctions will be remains to be seen. Banning commercial transactions will not in practice harm Egypt given the small extent of its Arab commerce though it is as politically hurtful an action as the rupture of all diplomatic relations. Far more damaging is the decision to cut off all financial assistance in the form of grants, loans, bank deposits and participation in projects. Since the October War of 1973 Egypt has depended heavily on the Arab oil producers for money to balance its payments and fund its development programme. It was in fact saved from bankruptcy. The country is now more self-sufficient. At the same time other Arab states, aid-giving bodies and private investors are heavily involved in current projects. It is not clear whether such commitments will be broken and even more difficult to see how existing links can be unravelled.

Invidious

Saudi Arabia was placed in a particularly indvidious position by the militant Arab pressures aimed at bringing Mr. Sadat to his knees. In its concern to maintain a moderate regime in power in Cairo the Kingdom has previously cultivated the closest possible relationship with the Egyptian leader and sought to strengthen his position. Furthermore it could not ignore the pleas of the U.S. to which, in the last resort, it looks to for protection, needed more than ever now. However, it disapproved of both the concept of a bilateral treaty and the substance of the pact as it emerged, especially the lack of adequate provision for Palestinian autonomy, and the absence of assurances about Israeli withdrawal from occupied territories. The Saudi leadership — badly unnerved by the fall of the Shah in Iran—eventually decided that its future would be better secured by shifting its allegiance to the centre of gravity formed by the new Syrian-Iraqui alliance. King Hussein of Jordan also felt he had no choice but to adhere to the majority line.

Promises

A very heavy responsibility now lies on the U.S. to make good the loss of Arab aid. Mr. Carter has already made promises of substantial assistance, but he has yet to persuade Congress. The President has no alternative but to press forward on his chosen path with even more determination than before.

Holding the wrong line

THE FACT that a large majority of the civil service stopped work yesterday in protest against the Government's handling of its pay negotiations is not in itself a sign that the Government is in the wrong. Sometimes a dispute has to be fought to establish an unpalatable principle, and when positions were first taken some months ago Ministers no doubt supposed they were digging in in defence of the official incomes policy—indeed, there are reports that this ghost is still being paraded in the negotiations. As things have turned out, however, the government cannot plead any such defence. It is fighting over window-dressing.

Comparability

The principle which is worth a dispute here is whether the rule of comparability, which has been in force, with intermissions, since 1965 is any longer an appropriate one for setting civil service pay. The shakiness of the method has been conceded: the Pay Research Unit, in which civil servants were previously judges in their own cause, now has outside membership. The principle stands, however: job comparison, adjusted only for those factors which can be quantified — pensions and perquisites, but not job security, stable location, automatic increments and promotion structure — is not evidently different. This approach has produced clearly bad results in the past, including an award in 1974 which produced an explosion of anger outside the civil service: but the government has already in principle accepted the findings of the current exercise, sight unseen.

Instead, the dispute is over how this still unknown award is to be implemented. Essentially, the service is being asked to accept a flat across-the-board increashe for the time being, and sees no reason why it should. The aim, if it is no longer to enforce incomes policy, is to make it possible to justify cash limits which express expenditure plans based on wishful thinking about incomes policy. The service is being asked to accept less than the Government has conceded is its due to save the Government's face. The Government has sold the pass, but is trying to erect temporary road blocks on the way.

Both principles are wrong. It is wrong that civil servants should in effect be asked to finance part of the cost of unrealistic spending plans out of their own pockets, and they are understandably provoked. But the long-term offer which has and simply postpones the real been made is equally wrong battle.

Efficiency

We have already pointed out that the whole principle of comparability begs far too many questions to be accepted as the basis for pay settlements, though of course pay levels in general are part of the background of any settlement. It leaves efficiency out of account. Output in the Government service is hard to measure, but economy in manpower must somehow be brought into the equation.

However, the labour market itself provides some of the most telling evidence of what is and what is not comparable in the eye of the people who matter—those applying for jobs offered, or moving from one job to another. These are not experts struggling to quantify this and that, but job searchers, responding to jobs and conditions as a whole, and voting with their feet.

Job security

On this evidence, it is very hard to make out a case that the civil service as a whole is underpaid, at any rate on the comparisons ruling last year. Ninety-nine per cent of posts were filled; labour turnover was far lower than in the private sector; and there were still 10 or 12 graduate applicants for every higher-grade post offered. Of course, some groups may nevertheless be underpaid; but the eviednce as a whole suggests that popular instincts were right. The service was overpaid after its 1974 settlement; subsequent erosion has got some of the relativities roughly right.

Of course a new government with new priorities may alter this balance. A drive for less government might imply less job security for civil servants (though this has never proved true in the past): administrative reform may mean upheaval. These will be new elements in future bargaining. But the present battle is begin fought on the wrong ground, and will have to be re-fought.

Greece and the Nine: a suspicious calm

By MARGARET VAN HATTEM, recently in Athens

EEC NEGOTIATIONS are beginning to ask why Greece is walking so quietly into the Community. Unlike the British, who seven years after accession are still openly wondering whether they ought to be in, the Greeks have not really had a full-scale public debate. During two years of negotiation for membership, their Government has been at pains to emphasise to its voters the advantages membership will bring, perhaps disposing a little too easily of the problems that must inevitably come with them.

The anti-market campaign mounted by Mr. Andreas Papandreou, leader of the Pan-Hellenic Socialist Movement (Pasok), has been a pretty tame affair, focusing on the bullying tendencies of Nato and the multinational corporations and the risk of becoming "a nation of waiters and hoteliers, the Florida of Europe," but rarely getting to grips with some of the more doubtful economic prospects.

The negotiations are almost complete and when Greek and EEC ministers meet in Brussels today the few remaining loose threads are expected to be tied up, clearing the way for accession at the start of 1981. Although Greece, after the five-year transition period, will receive a net £275m a year from the Community, it is already clear that major economic sectors may suffer badly from integration into the EEC. But where money is concerned, the Greeks have a reputation for not making mistakes. What, EEC negotiators are asking, do they have up their sleeves?

In putting the case for membership, the Greek Government has shrewdly concentrated on agriculture, where the advantages are immediate and easily identifiable. The £275m net transfer corresponds exactly to the amount Greek farmers will gain when their prices rise to Community levels.

Two-foot-high olive trees

The Government has put its case effectively. Greek farmers may not yet have grasped fully the labyrinthine workings of the Common Agricultural Policy, but many of them understand what goes on in Brussels sufficiently to see what is in it for them. Even members of remote farming co-operatives in Crete expound on the benefits of trade that they hope for. Elsewhere in Greece, olive oil producers—who will do very nicely from EEC aids and price support—appear to be getting in ahead of the coming restrictions. The Community, in an attempt to reduce its olive oil surplus, bans support for newly planted trees. But somehow there are an awful lot of two-foot-high olive trees in Greece.

If the Greeks are eager for the immediate advantages of EEC membership, they do not appear to have thought quite so hard about how it will change the country in the longer term nor how their accession—together with that of Spain and Portugal—will change the community. Agricultural policies, for example, which to some extent protect Italy and France, the two Mediterranean producers in the Community of nine, could bring enormous problems when applied to five producer countries in a Community of 12. Policy changes that will be needed to curb agricultural spending will almost certainly erode some of the benefits Greek farmers are looking forward to.

In any case, they will not do as well out of the CAP as those in the northern EEC countries. Unlike the Irish, they cannot coast to prosperity by producing milk, and the £275m which appears so impressive now, may not look quite so good after a few years at the lower end of the EEC farm income scale. Meanwhile, certain non-agricultural sectors of the economy appear to be in for a fairly tough period of adjustment.

The first, and possibly the biggest, problem will be the need to get inflation down from the present 12.6 per cent nearer to the Community average of 7 per cent. While farmers' incomes and food prices rise, the Government will have to reconcile the other 75 per cent or so of the workforce to something near to a drop in real earnings. This will not be easy, particularly now that Mr. Papandreou, who enjoys strong support from young voters and industrial workers, has increased his party's share of the vote to 25 per cent.

At the same time, the Government will have less control over the drachma. Up till now, it has used rigid exchange controls and a tight grasp on the banking sector to steady its exchange rate. On entering the Community, it will have to liberalise its rules and allow the drachma to be freely quoted on foreign stock exchanges where it is widely expected to depreciate.

The removal of trade barriers is expected to stimulate imports from the rest of the EEC more than Greek exports. Any marked disparity between inflation rates is therefore likely to push Greece into the sort of inflationary spiral that Britain and Italy are constantly struggling against—even if it succeeded in bending the exchange control rules.

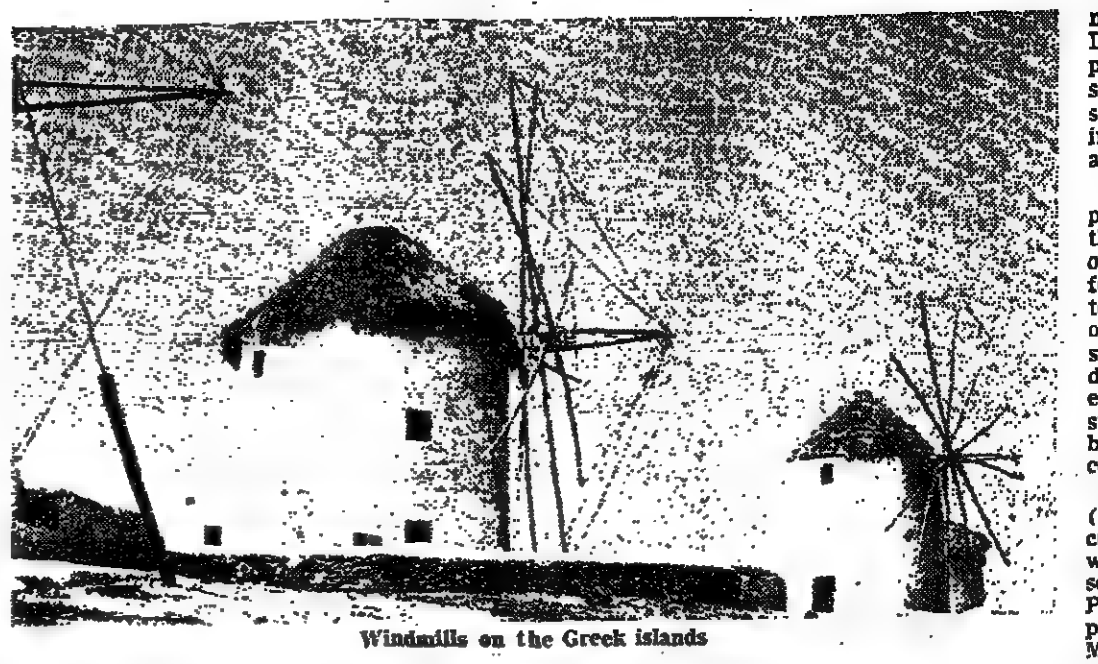
Moreover, despite the adjustments now agreed, Britain and Italy in the past were able to use heavily over-valued "green" currencies to shelter consumers from rises of food prices which would otherwise have followed the decline of their currencies on foreign exchanges.

The French campaign to curb the growing disparities between the "green" rates used for farm prices and the normal foreign exchange rates is continuing, and it looks as though the Greeks will not be allowed as much leeway as the British and the Italians were. The Greeks would have much to gain from an overvalued green rate which would limit the cost of highly subsidised imports from northern EEC countries more than it would affect returns on their own more loosely supported exports. So far, they appear to have taken little interest in the dispute, although it is crucial to their interests.

Industry faces problems as the remaining tariffs on industrial goods are brought down over the five-year transition period. At the moment, Greek industry is heavily protected: the average 15 per cent tariff on industrial imports from the Community will have to be phased out altogether, the average 25 per cent tariff on imports from the rest of the world must be aligned with the Community's 7 per cent. Export subsidies and other State aids will also have to be phased out. This presents no problems for fully competitive industries such as textiles and footwear, which should do very well from their increased access to EEC markets. Other manufacturing industries may find the transition very tough.

The Greeks appear to hope that their comparatively lower labour costs will attract investment in industry from other EEC countries, but there are few precedents for this in the Community, whose industries tend to be concentrated in the northern regions, not in areas like the Italian mezzogiorno.

Mr. Giorgios Kontogeorgis, chief Greek negotiator of a full accession agreement, which is expected to be signed later this year, takes a fairly robust attitude to these problems. "Our industry will have to be cut back," he says. "Some will survive, some will do very well, but some—heavy machinery for example—will have to go."



Windmills on the Greek islands

Nor does he expect the impact of EEC membership on the Greek cost of living — expected to raise the Consumer Price Index by 4½-5 per cent in five years—will affect Government targets in the fight against inflation. "We have agreed—in principle — to introduce a foreign exchange market. We want — in principle — to participate in the EMS. We will fix our green currency rate at parity with our foreign exchange rate on the day before entry. We have not thought about this in detail, but we do not expect many problems."

Uncompetitive industries

In fact, throughout the two years of formal negotiation, the Greeks have not been too concerned with protecting uncompetitive industries. Nor did they insist on immediate freedom of movement within the community for Greek workers, accepting a seven-year transition period. Though the official unemployment statistics are low, the Greeks admit to a high level of under-employment and concede that German fears of an influx of Greek workers may not be altogether unfounded.

The main overt aim of the Greek negotiations from the outset was to get the shortest possible transition period to full EEC farm prices for their farmers. This may have been a politically sound move, considering the size of the agricultural population, and the financial gains some farmers can expect from membership.

Farmers in certain sectors are in for some hefty increases after the five-year transition period (seven years for tomatoes and peaches). Olive oil producers will not only get a 14 per cent rise (just over £112 per tonne) but also production aids worth nearly £300 per tonne. On the average annual Greek output of 250,000 tonnes this works out at around £100m more than they currently get.

No doubt Greek olive oil consumption will drop as prices rise and as national import restrictions on other edible oils are lifted, but any resulting surpluses will then be a Community, not a national problem. The Community, which currently has a 98,000 tonne surplus, may by then have worked out what to do about this.

Fruit and vegetable producers, no longer subject to the Community's countervailing duties on their exports of table grapes, tomatoes, cucumbers, peaches and citrus fruits, can expect to boost their returns substantially. They may even be able to undercut French and Italian producers since the Green drachma will, at least for the first few months, reflect its foreign exchange value while the French and Italian green currencies are still overvalued. Aids for processed products such as tomato concentrate and canned peaches will be substanrial when fully applied.

Citrus growers, who currently export less than 30,000 tonnes a year to the Nine, may not be able to place much more on EEC markets. But they will be eligible for substantial export rebates on the 200,000 tonnes they send annually to eastern Europe and the 40,000 tonnes elsewhere in third countries. At current rates, these rebates would cost the Community budget around £20m a year, but even so might not be sufficient to cover the gap between EEC and world prices. The Community would then have to choose between increasing the subsidies on exports—mainly to the Soviet Union—and intervention buying.

But other farmers will be hard hit. For years, the Greeks have run their own price support system — they are no strangers to the chronic EEC problem of surpluses—and their guaranteed prices for meat and some cereals are close to Community ones or even higher. Livestock producers face severe problems as the feed grain subsidies and consumer subsidies which helped keep them in business are phased out in accordance with EEC rules.

Declining domestic livestock production and restrictions on the traditionally large imports of cheap beef from Yugoslavia, for example, will push Greece towards the sort of dependence on expensive imports of heavily-subsidised northern EEC products which Italy has already experienced, possibly with similar adverse effects on the balance of payments and the cost of living.

Meanwhile, once Spain (already a far bigger agricultural producer than Greece will ever be and with far more scope for expansion) and Portugal join the EEC, the present arrangements for Mediterranean agriculture will have to be modified if the Community is not to collapse under the weight of its olive oil, wine, fruit and vegetable surpluses.

Risk of damage to small states

Under existing support measures, production of these products would increase in the three new member states. But it would be exceedingly difficult to offload them on to world markets. This is so because the Community would, by then, include all the major Mediterranean producers, leaving extremely vulnerable the smaller, weaker ones such as Cyprus, Tunisia, and Morocco, whose economies depend heavily on farm exports. Should the EEC try to jettison its commitments to import from these countries, or try to undercut them on world markets, the damage to them would bring unpleasant political consequences all round.

The Mediterranean farm sector in the Community of 12 will almost certainly be forced to modernise, to become smaller and more efficient. This point has been made many times in the accession negotiations and is not lost on the Greeks. With so little to gain economically in the longer term, the Greek Government's eagerness to join the EEC is usually explained in Brussels as being political. In that case it may be paying a very high price for the political stability it foresees.

But that looks a bit uncharacteristic. So some in the EEC Commission are worried by the calm of the Greek accession process. Many Greeks, they say, have a sentimental feeling for Britain going back many years and have followed closely its progress as an EEC member. Could they, too, be planning a renegotiation once the national foot is securely in the Community door?

MEN AND MATTERS

Blackout for that other election

A multi-media campaign designed to make the British public sit up and notice the European elections has been still-born. It was due to start with advertisements in next Sunday's newspapers and to run until April 30. Now the advertisements have been suspended—and may be withdrawn altogether.

The reason is a little-known agreement between the British Government and Roy Jenkins, President of the European Commission.

Even pro-Market politicians were making nervous noises last year about the harm a glossy publicity campaign might do, and the budget was therefore kept to a relatively modest £600,000. In response to other nervous noises, a search was made to find an agency neither American-owned nor involved in political work. The contract eventually went to Lintas (since taken over by Americans, however).

But the British Government was still not satisfied. On January 31 this year Sir Donald Maitland, permanent representative to the community, wrote to Jenkins expressing the view that the publicity campaign should coincide neither with a British general election campaign, nor with the campaign for the European elections themselves. Jenkins fully accepted the conditions.

The calling of a British general election for May 3 now means that if the agreement is kept, practically all the advertising will have to be abandoned. Community officials are now seeking talks with both the Government and the Tories to see if the conditions can be dropped, or at least modified, to allow the campaign to run for

Spears are in

With South Africa ruffled by professional suggestions to play down the Boer victory at Blood River, the London travel firm, Musgrove and Watson, has adopted a near-subterranean profile for its Zulu War centenary trips. Even so, its arresting slogan, "Spears Are In This Year," might seem like tempting fate.

Christopher James, who has set up the Zulu holidays, is not keen to go into the rights and wrongs of 100 years ago: "It's all a matter of opinion," he tells me — while conceding that his own feelings are strongly pro-Zulu.

South African by birth, James has 400 books on the Zulus, speaks their language, and regards the war as his "hobby." So far, he says, there has been "no negative reaction at all," and he has sold out one cut-price tour aimed particularly at old soldiers. "I have had a lot of inquiries from descendants of survivors of both Rorke's Drift and Isandhlwana."

While keeping his eyes on the possibilities of the Boer War and the Second World War, James is looking in other directions, too, including the battlefields ofr 1939-45. "There is a clearly defined market for every specific battle," he says.

The only rival I have been able to discover is, or rather was, called Captain Gordon's Battlefield Tours. But it met its commercial Waterloo last year.

Tight ship

I am beginning to lose count of the number of men overboard from the ailing shipping giant, P & O. The biggest splash was created by last month's suddent resignation of erstwhile chief executive, Sandy Marshall. But many lesser luminaries have suffere a similar fate, although not all have been pushed.

The latest casualty is Robin Sanders, the company's head of information, now rushing off to join Seacontainers, The United States group.

Sanders' problem can be swiftly summarised: he had lost his entire 15-strong corporate PR department. This fate is not unique in a company now very much under the personal thumb of Lord Inchcape, who changed from being non-executive to executive chairman last September.

Inchcape has also got rid of his entire planning and economic forecasting department. Altogether, about 150 central office staff have gone as a result of Inchcape's new broom.

Matters do not stop there, either. The city is full of rumours about possible sales of P & O assets. One of the favourite speculations in the property world is that Inchcape is about to dispose of the company's attractive headquarters building in Leadenhall Street. It is said to be worth £100m.

As is usual with P & O these days, there are two contradictory camps: one welcomes the turning of the screw on overheads and the other questions the wisdom of returning to a style of management which brought prosperity 15 years ago, when circumstances were entirely different.

Verse and worse

The decline of the British talent for versifying was sadly revealed yesterday when the results of a clerihew competition were announced. Along with sundry notables, including Dennis Norden and the editor of Punch, I was called upon to judge the entries. In vain did we search for a contribution from Sir John Betjeman.

In the end the laurel was bestowed upon an Englishman working in Cologne for the German state radio. His time abroad was taken as an excuse for the fact that he misspelt "insistence" to make it rhyme with "piece de resistance." Having gone that far, there was no reason for us to quibblel at the poetic flights of the runner-up. To slip in the name of the sponsors, Janneau brandy, he had dreamed up a line about Chopin playing "upon the pianneau."

Sailor's friend

The imperial heritage dies hard in far corners of the globe, as illustrated by an advertisement by the Nigerial Navy inviting tenders for all manner of exotic items. For instance, more than 300,000 kilos of yams are needed to keep morale afloat.

But also sought are 2,000 house-wives (Nigerian Navy Standard). As old salts and soldiers will recall, a housewife—pronounced hussif—often came in handy. Since long before Trafalgar and Waterloo, this canvas bag of needles, pins and cotton was a basic issue. So the Nigerians have learnt how to keep their buttons on, British-style.

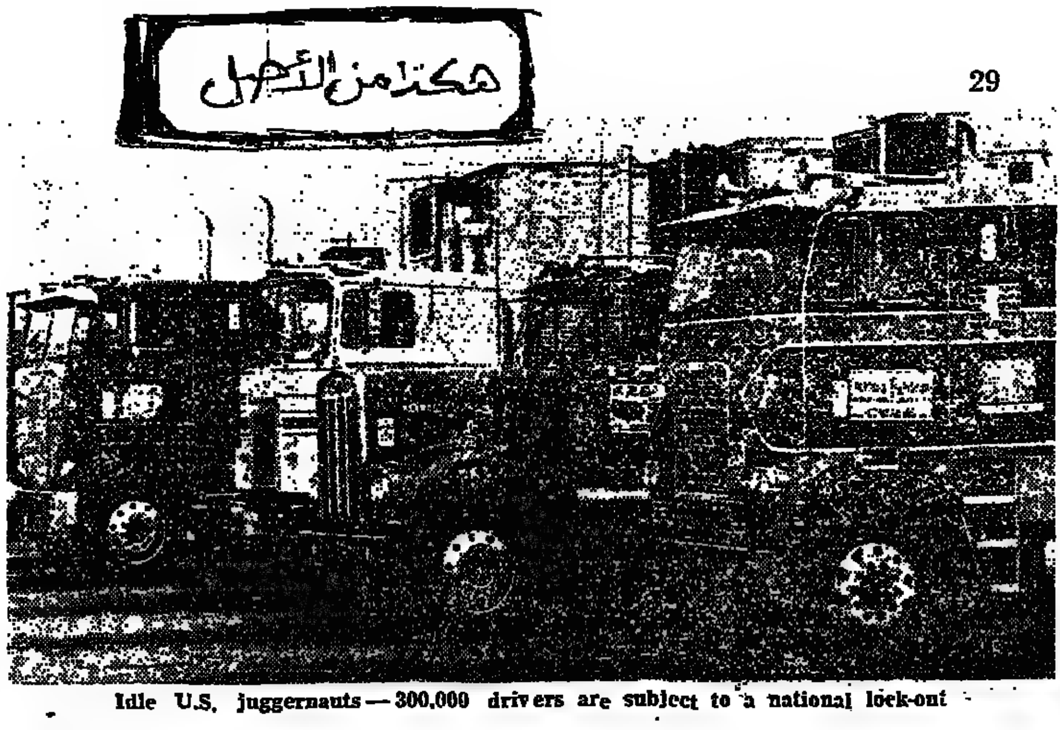
Snake alert

Monetary confusion is reported from Dublin, where—after 150 years—the pound sterling has suddenly become a foreign currency. A last vestige of the British influence is in the elaborate 10 punt notes, which bear a portrait of Jonathon Swift so closely resembling a certain member of the Shadow Cabinet that they are known as "Whitelaws."

Bewildered by the writhings of the Snake, Irish shopkeepers nervously reject British money —even though sterling is now worth 1.4p more than the sinking punt. It is, one could say, almost an Andorran situation.

The Teamsters' challenge to Mr. Carter's pay policy

BY JOHN WYLES IN NEW YORK



Idle U.S. juggernauts — 300,000 drivers are subject to a national lock-out

PRESIDENT CARTER'S Administration appeared, at the weekend, to have secured the worst of all possible worlds in its handling of the critical trucking industry pay talks.

It was faced with a national shut-down of the industry by employers *retaliating against* selective strike action, despite the fact that the government had interpreted the pay guidelines so flexibly that its pay limit has effectively been raised from 7 per cent to around 10 per cent.

Most of the details are still obscure. But it seems that as the deadline approached for the negotiation of a new contract, last Saturday midnight, the Administration judged that a settlement with the truck drivers could be reached peacefully if it excluded certain pay and benefit increase from counting against the pay limit. Unfortunately, despite having made significant concessions, the Administration would still not concede enough to bring the Teamsters Union, representing the 300,000 truck drivers, to sign a new contract. Instead, it called selective strikes aimed at dividing the employers — to which the employers responded with a national lock-out designed to illustrate their unity.

The risks of the course taken by the Administration are profound. The teamsters are the first major group of workers in a cycle of important contracts to be negotiated this year in the rubber, electrical goods manufacturing, food processing and motor industries. At the very least, some of the unions involved in these forthcoming negotiations may well be encouraged to believe that if the going gets rough the government can be assumed to have as much spine as a jellyfish in defending its pay policy. Thus, whatever the outcome of the teamsters dispute, the Council on Wage and Price Stability, the guardian of the guidelines, may already have critically compromised its own integrity *and that of the policy.*

The Government claims that so far the pay guidelines have met with some success and that 33 major deals covering 325,000 workers have been settled within the 7 per cent limit. But price restraint has seemed to many to be a chimera. The credibility of the guidelines has been badly shaken by the 15.4 per cent annual rate of increase in the February consumer price index and the 26 per cent increase in corporate profits in the fourth quarter of 1978 over the year before.

Non-unionists

The pay guidelines were written with the aim of curbing the half dozen or so major pay deals, including those of the Teamsters and the car workers, which are to be negotiated this year. These agreements play an important part in helping to determine the wages paid to many of the 80m Americans who do not belong to trade unions.

If the pay curbs do become ineffective, Mr. Carter believes he will be left with the unpleasant choice of either mandatory pay and price controls, which he is still ruling out, or of deliberately precipitating a recession. Organising a recesson of sufficient severity to cut inflation is not something that Governments usually do. It is an exercise which Mr. Carter is understandably reluctant to contemplate as the 1980 presidential election season approaches.

Although the parallels should not be exaggerated, Mr. Carter's problem with the Teamsters carries distinct echoes of the conflict of Britain's miners with Mr. Edward Heath's Government in 1974. Like Britain's miners, the Teamsters have always been seen as the key test for Mr. Carter's incomes policy because they are a group of workers with industrial muscle, accustomed in recent years to above-average pay rises and their negotiations come early in this year's cycle of important pay deals. Although not as culturally isolated as miners in their working communities, the Teamsters Union does stand apart from the U.S. union movement—it was expelled for alleged corruption from the American Federation of Labour-Congress of Industrial Organisations in 1957—and is increasingly gripped by a siege mentality.

This has been built up by a number of court cases launched by the Carter Administration aimed at eliminating alleged corruption in the handling of the union's health welfare and pension funds. Under an agreement with the Labour Department, Mr. Fitzsimmons himself was forced to resign in 1977 as trustee of one of the union's largest funds, the Central States Pension Fund, and he and his fellow trustees, most of them Teamsters officials, have since been accused in a Federal suit of mismanaging the fund.

But legal battles with the Federal Government have been nothing new for the Teamsters since the late 1950s when the Senate's select committee on improper activities in the labour and management field produced considerable evidence of corruption within the union and of alleged links with organised crime. The McLellan Committee, as it was known, featured some memorable duels between its chief counsel, Mr. Robert Kennedy and Mr. James Hoffa, the legendary Teamsters *president who disappeared without trace in the summer of 1975.*

There has been, however, a benign side to government relations with the Teamsters which is extremely relevant to the current battle over pay. Federal regulation of the trucking industry through the Interstate Commerce Commission began in 1937 with the aim of eliminating destructive competiton and ensuring predictable and reliable inter-city carriage for all categories of goods. Traditionally, the ICC has benevolently allowed truckers to pass on cost increases in higher charges with the result that for the past 15 years the Teamsters and the employers have met triennially, agreed substantial national pay and benefits settlements, the costs of which were then usually endorsed by the ICC in the form of higher charges to shippers. For the truck drivers the direct result has been a 137 per cent increase in wage rates during the past nine years compared with an 81 per cent rise in the consumer price index.

But the effect of regulation on the employers has been, as one close observer put it, "to remove their bargaining backbone so that when it comes to the crunch they are men of straw."

Negotiation of the 1976 contract provided some illustration of this. Although there are some 17,000 trucking companies covered by ICC regulation, the national pay talks directly cover the largest 500 carriers employing in the region of 300,000 drivers and warehousemen. Angered by the industry's refusal to agree to a large enough settlement, Mr. Fitzsimmons called the industry's *first ever national strike from* April 1, 1976. While the major carriers stood firm, a breakaway group based in the Chicago area promptly sued for terms and within two and a half days the industry was back at work on the basis of a 34.4 per cent increase in wages and benefits over three years.

Dissidents

The muscular approach employed by Mr. Fitzsimmons and his colleagues three years ago appeared to stem partly from a desire to fend off dissidents within the union who had been (and still are) exploiting the whiff of corruption which has tainted the leadership of the union for more than 20 years. Since he took over in 1967, originally as a caretaker president while Mr. Hoffa served a prison term for bribing jurors, Mr. Fitzsimmons has been determined to shake off the image as the man whom Mr. Hoffa sent out for sandwiches and coffee.

But the Teamsters are far from ineffective. The union is far and away the largest in the U.S. and its 2.3m members range from truck drivers, to airline stewardesses, from cab drivers to nurses and from brewers to policemen. It has been more successful, and more dogged, than many AFL-CIO affiliates in securing bargaining rights for new members and is far more ready than some to use the strike weapon in support of its goals.

The trucking employers felt compelled to stand behind the guidelines in the fact of the Teamsters' apparent determination to breach them. The Government's leverage on the employers, through its control of freight rates, meant that the union has really been negotiating for the past three months with the Government.

Until he started to bend last week, Mr. Alfred Kahn, the economics professor who heads the Council on Wage and Price Stability, had warned the employees time and time again not to rely on being able to recoup the costs of a guidelines busting settlement through higher charges to shippers. The potency of this threat cannot be over-estimated. Wage costs reportedly equal 60 per cent of many companies' revenues and undoubtedly some would go to the wall if forced to pay for a big settlement. Teamsters' officials are not blind to this and some have come to agree with the characterisation of the 1976 deal as a "suicide pact" because more than 100 companies were either merged or closed down in the first 18 months of the agreement and they included two significant East Coast bankruptcies. Another factor pushing the union towards a more moderate settlement in 1976 was the growth of the non-union trucking sector.

The spectre which haunts both the union and the trucking employers is the Administration's threat to deregulate the trucking industry if the pay policy is flouted.

But the deregulation card, never the strongest in the pack has clearly failed to win the agreement the Administration had hoped for. The prospect now is for a damaging stoppage which the Administration may try to abort by seeking an 80-day cooling-off period through a Taft-Hartley injunction. But whatever happens, the 7 per cent pay limit has been made redundant. In seeking to put a gloss on the debacle. The Administration will probably argue that on the grounds of equity a higher increase was justified. Unnamed White House sources have been widely quoted over the past few days as pointing out that the inflation rate is at least three per cent higher than the 6 per cent envisaged when the policy was launched last October, and that therefore some adjustment was necessary.

Revisionism

This is a novel revisionism to those who believed that the only justification for an incomes policy was to persuade people to accept a cut in their standards of living by taking pay increases substantially lower than the rate of inflation.

Mr. Kahn and his Council started to give the game away last week when they indicated on Thursday that a portion of a cost of living payment due on April 1, and therefore technically "new money" because the old contract expired on March 31, would not count against the pay limit. This windfall for the teamsters, who were making no secret of their readiness to strike, came on top of a re-writing of the guidelines accomplished last December with the teamsters in mind. This revision excluded from the pay limit most of the cost of maintaining current health benefits in the industry and of increased funding of pension funds made necessary to comply with the law.

These adjustments cleared the way for a deal which the employers have costed at more than 30 per cent over three years. But the Administration refused to give its blessing to a more generous cost-of-living clause demanded by the teamsters and to inflation-proof pensions. Other items of the contract, including pay rates, were substantially agreed and apparently endorsed by the Administration, which had indicated that the cost of the deal could be passed through in higher freight charges.

But the last-minute deadlock on Saturday has left the U.S. facing a damaging trucking strike which could seriously affect basic industries like steel and motor vehicles and possibly help the slide into a recession which many economists are predicting this year.

Letters to the Editor

Controls on imports

From Dr. R. Horwitz

Sir,—"But they (the Cambridge Group) are hooked on aggregates . . ." comments Samuel Brittan on the group's Economic Policy Review for 1979 that fastens on import controls as the neo-neo Keynesian saviour from the neo-Keynesian disaster of income policy after the Keynesian fall from grace of "aggregate effective demand."

Hooked expresses precisely the addictive process by which the "aggregationists" form their own dreams—and others' nightmares—from their totalities of behaviour. They now patently believe that their constructs of gross national product and, now, gross international income really exist as information for operational realities. But nothing whatsoever actually operates except at the point of action by an organisational unit, business firm or public sector enterprise.

The present unmanageability of the managed economy was the inevitable, and predictable, consequence of fiscal policies based on constructs of totalities to that shopfloor action on income policy generates destabilising uncertainties.

Two theoretical propositions—one from economics and one from public administration—can be set out in respect of import control as a policy instrument. At the level of the firm the investment-output decision will result in an ever-extended marginality so that ultimately the firm will go bankrupt unless there is import prohibition. The adminstration of import control must require a licensing permit restricted in quantum so that it becomes the instrument for bribery and corruption—this cannot be prevented by allowing for the "sale" of permits.

South Africa provides the empirical evidence. Import controls were introduced in 1948 as "the economics for one country." In a short period all textile imports were prohibited including whole ranges not manufactured in South Africa with administrative provision for exemptions. A former South African as myself know that the origins of Muldergate can be traced to the corrosive corruption starting with import controls.

Dr. Ralph Horwitz,
London Regional Management Centre.
311, Regent Street, W1.

The way people vote

From Mr. S. Gampell

Sir,—For the General Election the Edge Hill by-election result may have more prognostic value than your and other commentators suppose, and not at all in the way that meets the eye.

It may then appear that at Edge Hill the Labour lukewarmers abstained rather more than they would normally do on a wet day (the weather is a major determinant of British elections); the Liberals polled ever their real strength may be; a full normal proportion of wha a full normal proportion of whatever their real strength may be; and the Tories turned out massively — and mostly voted Liberal as the best chance of chucking the Labour man out. They do not foresee or fear a Liberal Government. What they do fear is a Labour Government and they do what they can to avoid one.

After the last General Election in 1974 the expert consensus was that this time Labour would have the more scope to pull this cross-voting trick; statistically, that is undeniable. But it may be offset by the Tories being the more wide-awake at seizing their more limited scope. That could do odd things to or for the Scottish Nationalist Party, and again not necessarily in the way that has lately been expected.

So the pollsters now have a problem of differential shrewdness, to add to their problem of differential fear and resultant differential turnout on which they are so prone to pratfall because they can only count heads instead of measuring them. In 1950-51 I was an early entrant into the psephology business, and with some success just because I thought, then and since, that the voters evince more shrewdness than the political pros and political *correspondents* credit them with, often more than the pros and the correspondents evince.

Sydney Gampell.
Reform Club,
Pall Mall, SW1.

Industrial enterprise

From The Director, Co-operative Development Agency.

Sir,—Rupert Cornwell's instructive article (March 28) on Italian co-operatives reports that both the Socialist and Communist elements of the National League of Co-operatives emphasise that co-operatives must be viable; and quotes Ornelio Prandini, the League's Communist president as dismissive of the British idea of a co-operative as a last-ditch solution for an enterprise already doomed. Mr. Prandini is miles behind the times.

Published in 1977, the report of the working group on aCo-operative Development Agency (Cmnd. 6972) wheih led—with all-party support—to the setting up of the agency, specified as conditions of success a thorough appraisal of the prospect for viability, and proper organisation, financing and management; and objected to the last resort *use of the co-operative form of* organisation in a situation of commercial crisis.

The working group was concerned that the example of so-called worker co-operatives would be used, quite wrongly, in criticism of co-operatives generally, and of co-operation as an alternative form of organisation. I hope that this letter will do something to remove the misunderstanding which many still share with Mr. Prandini.

The agency's view is that the establishment of a successful industrial enterprise constituted as a co-operative needs at least as much organisational care, managerial competence and *commercial* realism *as* the establishment of a conventionally constituted enterprise. That said, the extra that co-operation has to offer as the remaining ingredient without which full success cannot be guaranteed is a potential in motivation. The Italian example is by no means the only one to show that that potential can be realised to create wealth and stable employment.

Dennis Lawrence.
Co-operative Development Agency.
Cromwell House,
Dean Stanley Street, SW1.

Local authority audits

From the Chairman, CBI Working Party on Industrial and Commercial Rates

Sir,—Mr. R. Jones, in his letter to you (March 12) concerning the "Value for money" study which is to take place in Cheshire, ignores some basic points.

Over half the rate demand is paid for by the non-domestic ratepayer. Most of this is accounted for by industry and commerce, which paid around £3bn last year. This is more than the corporation tax burden, and it is inevitably having its effect on investment programmes and job prospects in the private sector. We would like reassurance that we are receiving value for money, in terms of the services provided.

"Value for Money" studies are not a new idea. They were proposed in the Layfield Report, and accepted in the Government's Green Paper. It was proposed that they should be supervised by an independent institution, on which the local authorities did not have a majority. Industry and commerce clearly have no votes, and we saw this as being an opportunity for us to become involved in a legitimate way, without cutting across the democratic process. Nothing appears to have happened since the publication of the Government's Green Paper in May, 1977, and we have launched a local initiative in this direction.

We believe that the Cheshire County Council deserves credit for having accepted our proposal. If it leads to any positive results, it will be to the benefit of everybody, and hopefully, the initiative will be repeated in other local authority areas.

M. E. D. Davis.
Confederation of British Industr.
North-West Region,
Emerson House, Albert Street,
Eccles, Manchester.

Brewing lager

From the Production Director, Shepherd Neame.

Sir, — The brewing supplement (March 21) as usual makes interesting reading for those of us within the trade, as well, no doubt, as market investors. There is, however, one misconception that regularly appears in this supplement, which this time is in David Churchill's article when he remarks that: "You can brew English ale in a lager brewery, but you cannot brew lager in an ale brewery." He also comments that the smaller breweries, unable to afford the expensive equipment needed to make lager, have produced an inferior "non-Continental"-type lager.

We have refrained from comment previously since there are small brewery companies, other than ourselves, probably better fitted to draw this error to your attention. Certainly we (and to our knowledge a number of other smaller companies) are brewing lager strictly according to Continental methods and specifications in an ale brewery, and certainly in our case with a longer lagering time than is normally used in this country by the major groups. It is brewed according to a strict specification and licence agreement granted to us by Brauerei A. Hurlimann A.G. of Zurich, and our success with this product is entirely contradictory to the views expressed by David Churchill.

I feel that it is time that it was *recognised* that small breweries can, and do, produce good lagers in ale breweries.

C. R. B. Neame.
Shepherd Neame,
Faversham Brewery,
17, Court Street, Faversham.

Readership of reports

From Mr. K. Tunstall

Sir,—If 99 per cent of annual reports are consigned straight to the waste paper bin unread and unwanted—as suggested in Barry Riley's article of March 4—there must be a case for allowing members to waive their *entitlement* with the consequent saving to their company on printing and postage costs.

While circularising existing and new members on this issue, registrars could also seek authority to pay dividends by direct credit thus precluding the risk of loss in transmission and the inconvenience of having to obtain an indemnity from members before issuing duplicate warrants.

Keith Tunstall.
39 Grove Street,
Leamington Spa,
Warwickshire.

Communicating the facts

From Lord Brown

Sir,—Mr. Barclay's criticism (March 28) on my article on direct communication of facts to all employees is based on misreading. I, too, wish to see managers communicating directly person to person, in small groups and, as I advocated, in much larger groups at times by letter.

But Mr. Barclay also wants managers to meet such groups in order to persuade them. If he does this to groups of trade union employees my bet is that shop stewards will strenuously object. Why? Because in doing so he would be starting the process of negotiating. This is properly the role of representatives.

Managers cannot negotiate agreements, which affect the many, by persuading one small group after another. It would be an impossible and, in my view, an improper process in a company employing say 3,000 people.

I am simply concerned to ensure that all employees know the facts and too many companies fail to take the steps open to them to ensure such a situation. Direct communication by letter of the facts, and facts alone, is one essential step in large companies, particularly when the situation is complex.

I do not suggest that other *methods are inappropriate* as long as no attempt is made to by-pass proper negotiating procedures. Shop stewards are charged by their constitutents to negotiate and their role must be recognised if trouble is to be avoided.

Wilfred Brown.
9, Blenheim Road, NW8.

Today's Events

GENERAL

UK: Parliament debates shortened Finance Bill, replacing Budget.

Stock Exchange Council decides whether Talisman, the computerised settlement system, should start on Monday (April 9).

Lloyds Register of Shipping publishes annual report.

Overseas: EEC Foreign Ministers, meeting in Luxembourg, discuss relations with Yugoslavia, Turkey and Greece.

Herr Helmut Schmidt, West German Chancellor, leaves for South American tour.

Municipal elections in Spain.

OFFICIAL STATISTICS

UK official reserves for March. Capital issues and redemptions during March.

PARLIAMENTARY BUSINESS

House of Commons: Proceedings on the Finance Bill and on the Consolidated Fund (Appropriation) Bill. Completion of the remaining stages of the Weights and Measures Bill, the Leasehold Reform Bill and Carriage by Air and Road Bill (Lords).

House of Lords: Arbitration Bill, consideration of Commons amendments. Land Registration (Scotland) Bill, consideration of Commons amendments. Credit Union Bill, remaining stages. Independent Broadcasting Authority Bill, remaining stages. Crown Agents Bill, second reading. Consents to Prosecutions Bill, second reading. Pneumoconiosis, Etc. (Workers' Compensations) Bill), second reading. Merchant Shipping Bill, second reading. Representation of the People Bill, all stages.

COMPANY RESULTS

Final dividends: American Trust Co.; Bank of Scotland; Black and Edgington; A. F. Bulgin and Co.; Cape Industries; Harrison and Sons; Savoy Hotel. **Interim dividends:** Burndene Investments; James Halstead (Holdings); Highland Electronics Group; R. P. Martin and Co.

COMPANY MEETINGS

Beaumont Properties, Winchester House, 100, Old Broad Street, EC, 2.30. Grindlays Holdings, 23, Fenchurch Street, EC, 11.30. Marchwiel, Grosvenor Hotel, Chester, 11. Pentland Investment Trust, 3, Albyn Place, Edinburgh, 12.

Ocean Transport makes headway in second half

PROFITS before tax of **Ocean Transport and Trading** reached £10.14m in 1978 compared with *£38.8m in 1977 but after tax,* exchange adjustments and minorities, ht egroup incurred a loss of £3.26m against profits of £32.2m previously.

The pre-tax figure is line with directors' expectations at midway-profits had fallen from £26m to £2.2m which turned into an attributable loss of £7.7m (£22.4m *profit*).

In the interim report, the board had said indications were that improvements were expected and would strengthen in 1979 but pre-tax profits for 1978 were not expected to lie *outside the £9m to £10m range.*

Loss per share for the year is shown as 2.94p against earnings of 29.16p but on a nil distribution basis, earnings per share are 1p against 33.27p.

The final dividend is 4.3929p *making a total of 8.3121p* compared with 8.2535p previously. The directors say it would be unwise to give any firm assurance of the 1979 dividend payment even though the year's pre-*tax result should* be modestly better than 1978.

The directors say the second half of 1978 did show the expected better results but, although it is much too early to make a prediction about the results for *1979 as a whole,* the pre-tax profit in the first half of 1979 is likely to be poor, largely because of the UK road hauliers' strike and the pause of imports into Nigeria.

However, within the past few months the group has disposed of various ships and has negotiated the refinancing of some *term debt.*

In his review of the year's results, Sir Lindsay Alexander, chairman, says the results of the principal associate, Overseas Containers Ltd., were significantly lower.

In the course of 1978, the group sold some 18 liners, and have sold a further five liner vessels *since the beginning of* 1979.

Had it not been for the heavy congestion in many ports during 1976 and 1977, the planned programme of disposals would have been spread out over three or four years instead of, in the event, largely concentrated into a single year.

Profits from the land-based actvities, substantially augmented by the purchase of Wm. Cory and Son in 1972, showed a very significant increase at the trading level and those of the associates also did well.

The group's important Nigeria trade remains at a low ebb, with a further virtual standstill in carryings at least in the first quarter of this year, and perhaps longer, caused by the introduction of a pre-shipment inspection scheme by the Nigerian Government.

Elsewhere, overtonnaging and consequent pressure on freight *rates may continue, the chairman says.*

See Lex

I. and J. Hyman jumps to record £1.6m—900% dividend boost

IN LINE WITH the *confidence* expressed at the interim stage, I. and J. Hyman, a plastic foam converter, reports a jump from £0.7m to £1.6m in group pre-tax profits for 1978. And, as forecast, the dividend is stepped up to 0.97p.

This result follows an increase *from £152,102 to £805,267 at half*-way when the directors forecast similar progress in second-half profits.

Mr. Peter Buckley, chairman, says that the outcome reflects substantial intrinsic growth in group profitability together with the value of acquisitions made during the year. The result was achieved despite trading difficulties affecting some operations in the latter part of the year particularly in the *motor* industry sector.

Turnover	14,741,957	8,350,817
Trading profit	1,987,843	493,768
Depreciation	352,835	122,974
Net interest	79,546	42,247
Associated loss	4,803	*338,039
Profit before tax	1,550,439	665,606
Taxation	865,727	337,064
Net profit	684,732	328,542
Minorities	26,504	11,366
Attributable	658,228	318,176
Extraordinary credits	8,280	†78,836
Net balance	666,508	238,340
Dividends	183,978	12,872
Retained	482,530	226,468

* Profit † Debits

The chairman reports that Hairlok, acquired through Somer*cel during the year, has made* encouraging progress. Its results are after charging formation costs of its wholly owned subsidiary Hairlok France set up during the year to expand export sales.

For 1979 the early group results are well in line with expectations despite the difficulties caused by national trading prob*lems in January.*

Attributable group profits for 1978 come through at £0.66m against £0.32m—equal to 3.7p *(1.95p) per share. A final* dividend of 0.5898p is proposed on increased capital making a total of 0.9648p net compared with a *single payment equal to 0.0983p.* The dividend is as forecast at the time of the May, 1978, rights issue and has been given Treasury approval.

Results for 1978 include Draka Foam as a wholly owned subsidiary and the appropriate contributions from Fethertred which *became wholly owned during the* year: both were included as associates during 1977.

The associated company for 1978 relates to Hyman's interest in Somercel (the joint company set up by I. and J. Hyman and British Vita Company to acquire Hairlok).

Extraordinary items comprises the surplus arising on the revaluation of land and buildings, on the disposal of the Draka Foam holdings of 995,000 Hyman stock units plus the surplus on the sale of fixed assets but less the financing charges relative to *acquisitions after tax. The total* of these items is £338,833 of which £330,553 has been utilised to write off goodwill.

The final dividend proposed *is* stated after a waiver of dividend attributable to the holding of the chairman.

Rivlin does not see profit until next year

I. D. and S. Rivlin Holdings, which had its listing suspended last June, reports a pre-tax profit of £17,900 in respect of its continuing businesses for the six months ended October 31, 1978. In the comparable period of 1977 there was a loss of £117,600 being a £20,400 profit for continuing companies offset by a loss of £138,000 applicable to the discontinued businesses.

After tax and minorities there is a net loss of £2,100, compared with £127,900 before an extra*ordinary debit of £28,400 in* respect of terminal closure losses.

The company has continued its policy of closing uneconomic retail shops. Although the operation of reducing the size of the retail group is not yet complete, the major proportion of the work has already been done, the directors state.

They report that the transport strike in January adversely affected deliveries to the wholesale companies in particular so far as imported goods were concerned. Congestion at the docks and the delays which occurred as a result are still being experi*enced and have affected sales in* both January and February.

The directors hope that progress being made in overcoming current difficulties and the benefit from steps already taken will enable the grolup to return to profitability next year.

Turnover of the group (an importer and wholesalers of clothing and textiles) acounted *to £3.4m (£5.91m) for the half*-year. Tax amounted to £3,800 (£8,000) and minorities to £16,200 (£2,300). Loss per 10p *share is given at 0.08p (3.18p).* There is again no interim—the last dividend was an interim of 1.17p for 1976/77.

In February the Stock Exchange said that the listing could not be restored until the group obtained the release of the outstanding guarantee given by the company to the Midland Bank in respect of Sachs and *Sherman. The Stock Exchange* also felt that additional information would be required regarding the significant changes that have taken place in the group and this might mean relisting could be delayed until the accounts for the year 1978/79 were available.

Low and Bonar climbs 22% to peak £8.7m

WITH SALES up 26 per cent to £142.62m, the Low and Bonar Group, packaging, engineering, textiles and flooring concern, expanded taxable profits by 22 *per cent from £7.1m to a record* £8.66m for the year ended November 30, 1978. At midway, the surplus was ahead at £4.07m against £3.25m.

The full year profits included a reduced associates contribution of £813,000 (£1.03m), and was after an adverse effect of £445,000 (£549,000) arising from the conversion of overseas profit to sterling.

During the year, the group accomplished a major part of a *planned change to the geo*graphical balance of its profits, with 41 per cent now being contributed by the UK compared with 29 per cent in 1977.

It has also reorganised its packaging operations in the UK and Canada and achieved improvements in its carpet making subsidiary, Flotex.

Earnings per 50p share are *given up from 31.39p to 35.22p* and the dividend total is lifted to the maximum permitted 12.1605p (10.89p) net, with a 8.1605p final.

Available profits increased from £2.75m to £4.7m, after a £4.09m (£3.46m) tax charge, minorities of £0.64m (£0.63m) and extraordinary credits of £0.77m compared with £0.26m *debits last time.*

Dividends took £1.37m against £1.24m, leaving retained profits more than doubled from £1.51m *to £3.33m.*

● comment

The key factor in Low and Bonar's growth in the past five years has been the substantial increase in profits earned in the UK. In 1974 the UK contribution was less than £100,000 while the total group dividend cost £624,000. In 1978 around £3.7m of the total £8.7m pre-tax profit came from the UK, while total dividends paid or proposed *amounted to almost £1.4m.* United Kingdom growth last year came from the GHP subsidiary, acquired in the dying weeks of 1977 which gave its first full year contribution of around £1.3m after interest charges on the funds raised for the purchase. The Flotax subsidiary, which last year lost £384,000, was well into the black. African profits were good as were Canadian profits but the improvement was not *quite so good in sterling terms* because of currency movements. Packaging, the major contributer to turnover, turned in better profits than in 1977 but they are still well below what directors regard as an acceptable level. The *current* year has opened poorly and there is a lot of catching up to do but management is confident there will be some improvement for the year as a whole. The shares rose 4p to 202p yesterday giving a yield of 9.4 per cent and a p/e of 5.5. This is a rather undemanding rating given the group's past profit performance, its prospects and the *growing UK element in its pre*-tax profit make-up.

G. Lovell profits well ahead

PROFITS BEFORE tax of G. F. Lovell and Co., confectionery maker, were lifted from £151,000 to £348,000 in the year ended October 31, 1978 on turnover of £4.16m against £3.18m.

Tax takes £83,000 (£55,000) giving earnings per 25p share of 23.992p against 10.123p. No final *dividend is recommended leaving* the 2p interi mas the only payment for the year—there was no dividend last year.

There is also a surplus of £56,000 following the repayment of a loan not due until October 1, 1982.

BSR warns on lower record changer sales

STOCK reduction programmes have become widespread among customers of BSR and group sales of record changer mechanisms for the first quarter this year will be appreciably lower *compared with 1978, Mr. J. N.* Ferguson, the chairman, tells shareholders.

In addition, there has been a rapid increase in the price of raw materials over the last two or three months, particularly in copper and plastic.

This, together with higher wage costs and a stronger pound will continue to put margins under pressure, even though the group's prices were raised worldwide at the beginning of the *year.*

In the consumer products division, steps have already been taken to increase production of electric kettles, holloware, electric switches and vacuum cleaners. Sales for the first two months of the current year were ahead of the same period of 1978, the chairman says.

For the year ended January 6, 1978, profits before tax fell from £20.3m to £16.17m. CCA profit is reduced to £10.51m after adjustments for depreciation, £3.26m, cost of sales, £1.43m and £26,000 gearing.

Except for North and South America, unit sales of record changer mechanisms in all other market areas decreased to such an extent, there was little or no improvement in volume, the chairman says.

The balance sheet shows current asets of £101.33m (£81.73m) and liabilities, £49.3m (£39m) including bank overdrafts and short-term *loans of £19.3m (£5.7m)* and £21.9m (£16.4m) creditors and accrued charges.

Meeting, Savoy Hotel, April 26 at 11 am.

KCA profits up £0.8m: dividend raised to 1p

KCA International — formerly Berry Wiggins and Co. — oil servicing and contracting, etc., finished 1978 with record taxable profits of £2.74m against a previous £1.98m. And it was achieved on a much lower turnover of £19.15m compared with £26.28m.

At the interim stage profits had risen from £636,000 to £1.41m and *directors said that the* improvement shown by results would continue throughout the rest of the year. And they were hopeful that this upward trend would continue into 1979.

They now say, against a back*ground of rising oil prices,* that they are confident KCA will continue to be a force in drilling contracting, and the supply of mud and chemicals. They add that this rise will mean a reappraisal of certain gas con*densate discoveries made in the* group's exploration acreage in the North Sea.

	1978	1977
Turnover	18,147	26,275
Trading profit	2,415	1,751
Interest, other income	73	81
Profits on disposal of fixed assets	254	143
Profit before tax	2,742	1,975
Taxation	823	1,343
Overseas tax	1,177	1,500
From deferred tax a/c	446	157
Unrequired provisions	88	—
Irrecoverable ACT	160	—
Profit after tax	1,919	632
Minority interests	1	1
Extraordinary credit	—	42
Prel. dividends	32	32
Attributable	1,888	643
Interim	80	20
Proposed final	186	—
Retained	1,622	623

Earnings per 25p share are given as 7.1p (3.1p) and the *dividend is increased* to 1p net with a final of 0.7p—last year a single interim of 0.1p was paid.

For the three years up to 1976 the group had paid a 1.925p net *dividend; for that year* KCA incurred a loss of £5.73m, including £2.75m provision for estimated operating losses to cessation of drilling, and no dividend was paid *for the period.*

Pre-tax figure for the year was struck after interest £73,000 *(£81,000)* and included £254,000 (£143,000) profits on disposal of fixed assets. Tax took £823,000 against £1.34m and the amount attributable was *£1.89m* (£643,000).

The directors state that the *group has* a very much stronger base from which to expand its *existing activities.*

The *balance* sheet has continued to improve; bank indebtedness has been reduced and there *have been* considerable *benefits* from the group's reorganisation.

● comment

With the Algerian problems now out of the way, KCA has responded to its new lease of life with a profits rise of 39 per cent. Thanks to the continuing increases in the price of oil, the company's drilling contracting activities, the main source of income, showed a near one-fifth profits, although growth was probably inhibited to some extent by *too few platforms for* the volum eof business available. KCA currently owns nine rigs but there are plans to acquire more against future contracts. Clearly, this will not be a problem now that bank indebtedness *has been almost eliminated.* Elsewhere, the drilling fluids subsidiary is also benefiting from the expansion of drilling activity, a factor which makes the company's future look more secure. At 37½p the shares are on a p/e of 5.2 (low tax charge) while the yield is a well-covered four per cent.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Erith	4.07	May 25	3.64	6.08	5.5
Freemans (SW9)	1.52	—	1.17*	2.57	1.98*
Charles Hurst	3.3	June 21	3.3	5.96	5.96
I. and J. Hyman	0.59†	—	0.09*	0.96	0.09*
James Dickie	2.44	—	2.19	4.91	4.37
Thos. Jourdan	2.22	—	1.9	3.22	2.89
KCA Intnl.	0.7	—	Nil	1	0.1
G. F. Lovell	Nil	—	Nil	2	Nil
Low and Bonar	8.16	June 1	7.30	12.16	10.89
Macfarlane	2.19	May 16	2.03	4.29	3.84
Ocean Transport	4.39	June 1	4.33	8.31	8.25
Queens Moat	0.27	—	0.2	0.52	0.33
Reckitt and Colman	6.65	July 4	6.05‡	11.85	10.71
Scottish Metro. int.	0.9	Aug. 15	0.82*	—	1.79*

Dividends shown pence per share net except where otherwise stated.
* *Equivalent after* allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ Included third interim of 0.09022p.

Warren Plantations receives £1m remittances from India

Warren Plantations has received £1m of remittances from India. The payment of these sums, much later than was originally expected, represents a *softening of the attitude of the* Indian authorities which still dispute the tax position of Warren and many other British owned tea companies.

The Indian tax authorities started to dispute the tax position of British tea companies about 1½ years ago. They claimed that Indian tax should have been levied on some of the secretarial *fees which had been paid from* India to Britain. They refused to issue "no objection certificates" allowing remittances of profit and capital to be returned to Britain until the argument was settled. It was estimated at the end of lsta year that about £20m was being held up in India for this reason.

Now Warren has been allowed to remit *£1m* out of the *£4.3m* which is due to it immediately and in the next few years. The remittances have been permitted although the tax question has not yet been resolved.

The *£1m* consists of *£787,114 by way of "repayment of* amounts due to Warren Tea," largely consisting of past profits, and £239,560 as the first instalment of the repayment of the interest free loan.

Other British tea companies are also understood to have received remittances although problems persist in individual *cases.* In general the Indian authorities appear to have accepted the British companies' contention that there are plenty of their assets still in India to satisfy any possible tax liability which might arise over the dispute.

Queens Moat up to £0.45m

THE DIRECTORS of Queens Moat Houses, the hotel, restaurant and catering group, announce record taxable profits of £445,643 for 1978, compared with £263,473 last time. Turnover increased from £7.66m to £9.71m.

At halfway, when profits were up from £101,000 to £156,000, the directors were confident improvements would continue and they anticipated record full-year results.

They now say on present indications, the current year will show a further significant improvement in turnover and profit*ability.*

After tax for the year of £237,989 (£105,744), stated earnings per 5p share are higher at 1.22p (0.92p). The net total dividend is lifted from 0.325p to /.5157p, with a 0.2657p final.

The directors state that a group properties revaluation has been carried out at December 1978—group fixed assets were worth £12.8m, creating a £8.2m surplus transferred to capital reserve.

CLIVE INVESTMENTS LIMITED
1 Royal Exchange Ave., London EC3V 3LU. Tel.: 01-283 1101.
Index Guide as at March 20, 1979 (Base 100 on 14.1.77)

Clive Fixed Interest Capital	148.52
Clive Fixed Interest Income	121.50

ALLEN HARVEY & ROSS INVESTMENT MANAGEMENT LTD.
45 Cornhill, London, EC3V 3PB. Tel.: 01-623 6314.
Index Guide as at March 29, 1979

Capital Fixed Interest Portfolio	111.50
Income Fixed Interest Portfolio	103.75

Rentokil expects further rise

A FURTHER significant rise in profits is expected in 1979 by **Rentokil Group**, specialist in timber preservation, pest control, damp proofing etc., Mr. W. H. Westphal, the chairman tells *members in his annual review.*

As reported on March 2 taxable profits for 1978 rose by 23.6 per cent from £8.54m to £10.56m on an 18.9 per cent rise in turnover to £60.44m. The dividend is lifted from 1.611p to 1.87p net with a 1.15p final.

The pest control and hygiene divisions produced excellent results, the chairman states, and *now have more than 86,000* customer contracts with an annual invoice value in excess of £14m. Mr. Westphal says this continuous contract element has always been an important factor, "in the consistency of our progress."

Almost all European subsidiaries turned in higher profits except Sweden. Business there is *confined to the sale of wood* preservatives and the market was depressed by recession in the economy.

The Australian companies had a hard year but an improvement is expected in 1979. Fiji made an excellent recovery, however, the chairman adds, after a poor 1977.

Operations in America are developing as planned; the group acquired Mighty National Exterminators for £813,000 during the year. "We are confident that we can prosper in the United *States market," the chairman* states.

A current cost statement reduces pre-tax profits to £8.98m (£7.31m) after extra depreciation £1.22m (£763,000): cost of sales adjustment £303,000 *(£398,000) and monetary work*-ing capital £51,000 (£74,000).

The company is held ultimately by Sophus Berendsen, of Denmark.

Meeting, East Grinstead, April 26 at 10.30 am.

Neil & Spencer confident

The order book at Neil and Spencer **Holdings** was most encouraging, the chairman, Mr. John Boex, told the AGM Indica*tions pointed to satisfactory* progress for the year.

Existing bank facilities had been re-arranged, with a 10-year term loan facility for up to £750,000.

Referring to the recent acquisition of D'Hooge Company in Belgium, Mr. Boex confirmed that the warranted profits and net worth figures were achieved. *Trading* was proceeding satisfactorily and he looked for "a worthwhile profits contribution."

Reckitt & Colman 1978

Unaudited Preliminary Results

Sales rose 8.9% to £606.64 million.

Profit before tax rose 5.9% to £61.30 million.

Earnings per share rose 4.2% to 55.67p.

Comments on Results. Reckitt & Colman achieved increased sales and an improvement in profit before tax and earnings, despite the continuation of difficult world *trading conditions.*

As forecast in the interim report, the dollar-sterling rates of exchange were the most significant factor in holding back profit growth. Had rates been the same as the average during 1977, excluding Latin America, profit before tax would have been £64.2 million. This would have represented an increase of 10.9% over 1977.

In the UK, the company's domestic business continued to improve; but export profit was lower because of rising costs and import licensing difficulties.

The North American figures were disappointing due to the effect of exchange rates and costs arising from major reorganisations. Nevertheless, sales to the retail trade and the leisure developments continued to make progress.

Elsewhere, the businesses around the world produced very good sales and profit figures in local currency terms.

In particular, the Australian company has consistently out-performed the Australian market and Europe has continued to make satisfactory progress.

The Latin American results were good and Chile, contributing £3.53 million in sales and £1.27 million in profit, has been reintroduced into the accounts.

During 1978, the company continued its development policy. Capital expenditure amounted to £28.87 million, £13.83 million of which was spent in the UK, and an active research and development programme was maintained.

Ordinary Dividends. A final dividend for 1978 of 6.65317p per share (1977–6.045p) is recommended to be paid on 4th July, 1979. With the interim paid in January 1979, this would make a total of 11.85317p per share (1977–10.705p), the maximum permitted by existing legislation.

	1978 £million	1977 £million
Sales to customers	606.64*	557.00
Trading profit	66.07	62.47
Interest payable less other income	4.77	4.56
Profit before tax	61.30*	57.91
Tax on profit	23.46	21.82
Profit after tax	37.84	36.09
Attributable to minority interests	3.56	3.19
	34.28	32.90
Preference dividends	0.16	0.16
Earnings attributable to ordinary shareholders	34.12	32.74
Exchange differences	4.08	5.40
	30.04	27.34
Extraordinary items	1.70	–
Profit attributable to ordinary shareholders	28.34	27.34
Ordinary dividends	7.26	6.56
Added to reserves	21.08	20.78
Earnings per share	55.67p	53.42p

*Including sales of £3.53 million and profit before tax of £1.27 million for subsidiary in Chile.

Ordinary Shares Sub-division. The directors recommend that the ordinary shares of 50p each be sub-divided into shares of 25p each and a resolution to this effect will be proposed at the annual general meeting.

Annual Report. Copies of the annual report will be posted to shareholders on 8th May, 1979.

The Annual General Meeting. This will be held on Thursday, 31st May at 10.15 for 11 a.m. at The Connaught Rooms, 15 Great Queen Street, London WC2.

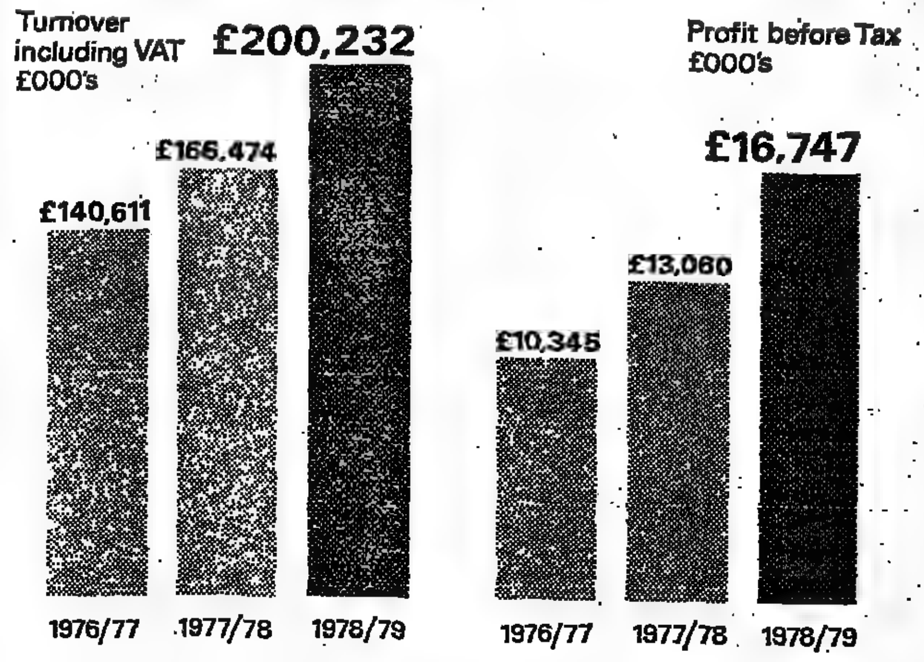
A presentation will be made at the meeting of the company's Australian business.

Reckitt & Colman
P.O. Box 26, Burlington Lane, London W4 2RW.
Principal product groups: food and wine, household and toiletry, pharmaceutica

Mail Order

freemans

Preliminary results for the 52 weeks ended 27 January 1979



MORE *REAL* PROGRESS

- ✻ Turnover up 20·3%
  - –compares favourably with Department of Industry figures for 1978: Mail Order Sector up 17·2% and All Non-food retailing up 14·7%
- ✻ Profit before tax up 28·2%
- ✻ Proposed dividends increased by 29·7%
- ✻ Optimistic of further advance in 1979

Copies of the Annual Report and Accounts, when published, will be available from the Company Secretary (01-735 7644)

Freemans (London SW9) Ltd. 139 Clapham Road London SW9 0HR

UK COMPANY NEWS

Reckitt tops £61m but troubled by exports

After the rise from £28.2m to 31m in the first half, pre-tax rofits of Reckitt and Colman nished 1978 ahead from 57.91m to £61.3m on sales of 306.6m compared with £557m.

Earnings per share are shown t 55.67p against 53.42p, and the nal dividend is 6.65317p making a total of 11.85317p—the 977 total of 10.705p included a econd interim of 5.95478p and third interim payment of .09022p.

It is also proposed that with ffect from July 27, the 50p ordinary and unclassified shares be ub-divided in shares of 25p ach.

Mr. James Cleminson, the hairman, says that, excluding atin America, *profit before tax* ould have been £64.2m, if it ad been translated at the average rates of exchange effective or 1977. This would have repreented an increase of 10.9 per ent over 1977.

In the light of this, the actual mprovement *in pre-tax profit* epresents solid achievement ince so many of the major reas in which Reckitt trades ave their currencies related in substantial way to the U.S. ollar.

It is encouraging that, with he exception of North America nd of exports from the UK, the roup's businesses around the vorld have turned in very good ales and profit figures in local urrency terms.

During 1978 the group coninued its development policy. apital expenditure amounted o £28.87m, of which £13.82m vas spent in the UK. In addition n active research and developnent programme was mainained.

North American results were lisappointing, due in part to a large potato surplus in the U.S. and a consequent inability to btain satisfactory margins in he group's commercial dehydrated potato business. Certain eavy reorganisational costs were also incurred.

Offsetting this, the group's food business through the retail rade was good with improved market share being achieved in main product areas. In the leisure field, Sunset Designs and Winsor and Newton made substantial progress.

Exports from the UK had a particularly difficult year due to he relationship of sterling to other trading currencies during 1978 and to the problems of btaining import licences and exchange.

The chairman says the UK xport problems are likely to remain and have been increased y the troubles in Iran.

Mr. James Cleminson, chairman of Reckitt and Colman, photographed with some of the company's products

On the other hand, the transport drivers' strike in the UK and the strike, which has now been settled, in the group's main plant in the U.S. though affecting profit in the first half of 1979, should be regarded as only temporary setbacks.

Year	1978 £m	1977 £m
UK sales	188.79	162.69
Exports	38.44	35.50
Europe	105.49	91.90
North America	138.82	128.98
Australasia and Asia	112.44	*110.99
Africa	52.07	51.14
Latin America	†58.62	46.86
Total sales	606.64	557.00
Trading profit	66.07	62.47
Interest payable less other income	4.77	4.56
UK profit	16.48	14.62
Exports	4.61	5.03
UK domestic	11.87	9.59
Europe	8.70	7.27
North America	7.24	10.50
Australasia and Asia	15.32	14.37
Africa	9.24	10.37
Latin America	†9.03	7.47
Interest and expenses	1.50	1.88
Profit before tax	61.30	57.91
Tax	23.46	21.82
Net profit	37.84	36.09
To minorities	3.56	3.19
Leaving	34.28	32.90
Pref. dividends	0.16	0.16
Attributable	34.12	32.74
Exchange differences	4.08	5.40
Extraordinary items	1.70	—
Ordinary dividends	7.26	6.56
To reserves	21.08	20.78

* Including £4.96m in India, now an associate. † Including sales of £3.53m and profit before tax of £1.27m for subsidiary in Chile.

The directors remain wholly confident in the group's long-term growth.

The percentage contributions to sale and profit by the group's various produces were: Food and wine, 40.1 (41.6) and 25 (27.8); household and toiletry, 35.2 (34.7) and 52.8 (47.6); pharmaceutical, 9.9 (9.6) and 13.4 (15.3); industrial, including pigments, 9.5 (9.3) and 7.4 (8.7) and leisure 53 (4.8) and 1.4 (0.6).

See Lex

ANGLIA TV

Anglia Television Group proposes a one-for-two scrip issue in "A" non-voting shares to all existing classes. The issue which involves a capital increase from £2.2m to £3.3m applies to shareholders registered on March 30, 1979.

There was an increase in working capital of £38,000 (£399,000) in the year to October 31, 1978. The number of employees earning over £10,000 per annum rose from seven to 26.

Meeting, Norwich, April 25 at 2.30 pm.

Erith up by nearly 50%

FOLLOWING the midway rise from £353,000 to £509,000, taxable profits of Erith and Company, builders' merchant, were up nearly 50 per cent to a record £1,167,509 for 1978, compared with £782,424 *previously*. Turnover advanced by £3.31m to £25.1m.

The directors say this arose from the company's ability to take advantage of the upsurge in demand for building materials, notably from the improvement *and maintenance sectors of the* industry.

Increased demand continued through to the year-end and they are hopeful that this will continue through 1979.

From higher stated earnings of 11.56p (8.14p) per 25p share, *the net dividend total is lifted* from 5.5p to the maxium permitted 6.08333p, with a final of 4.06753p.

A professional revaluation of the company's properties has disclosed a surplus over book value of £1,526,182.

	1978 £	1977 £
Turnover	25,102,826	21,786,079
Trading profit	1,529,879	1,074,165
Depreciation	200,044	128,483
Bank interest	64,291	72,144
Pen. fund contrbtns.	109,700	103,341
Int., divs. received	11,665	12,227
Profit before tax	1,167,509	782,424
Tax	629,974	404,599
Net profit	537,535	377,825
Extraord. credit	1,140	—
Available	538,675	377,825
Dividends	285,308	255,149
Retained	253,367	122,676

Tioxide profit downturn

The Tioxide Group, owned equally by ICI and Lead Industries, reports pre-tax profits down from £10.74m to £4.91m in 1978 on turnover of £144.3m against £143.06m previously.

Earnings per share are shown to have fallen from 39p to 6.7p.

After tax of £2.33m against £2.04m and minorities, the attributable profit is cut from £9.77m to £2.09m. SSAP 15 has been adopted and comparisons are adjusted.

A final dividend of 4p on increased capital compares with a total of 14.5p in 1977.

The group, formerly British Titan, produces and sells titanium oxide and other titanium compounds.

GLASS GLOVER

Following discussions with the Inland Revenue and subsequent permission obtained from the Treasury, the directors of Glass Glover Group are declaring a special dividend of 0.1p per 5p share in respect of the year ended September 30, 1976.

The Treasury has also agreed that the group may add £5,672 plus 10 per cent in respect of the current year. An amount of 0.11p net will therefore be added to the interim payable in October this year.

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are interims or finals and the sub-divisions shown below are based mainly on last year's timetable.

TODAY

Interims — Burndene Investments, James Halstead, R. P. Martin.

Finals—American Trust, Bank of Scotland, Black and Edgington, A. F. Bulgin, Cape Industries, Harison and Sons, Law Land, Savoy Hotel.

FUTURE DATES

Interims—	
Charterhouse Group	Apr. 19
Martonair	Apr. 18
Ransome Hoffman Pollard	May 22
United Wire	May 4
"W" Ribbons	Apr. 6
Wade Potteries	Apr. 23
Finals—	
Aberthaw and Bristol Channel	Apr. 10
Beauford	Apr. 12
Blantyre Tea	Apr. 4
Dorada	Apr. 9
Finlan (John)	Apr. 11
Gen. and Commercial Inv. Tst.	Apr. 11
Hewden Stuart	Apr. 10
London and Provincial Poster	Apr. 10
New London Properties	Apr. 12
Rosedimond Investment Trust	Apr. 10
Senior Engineering	Apr. 18
Yorks. Fine Woollen Spinners	Apr. 9

T. Jourdan slumps to £236,341

A SECOND-HALF SLUMP from £277,227 to £85,341 left taxable profits of Thomas Jourdan, investment holding company, more than halved from £500,227 to £236,341 for 1978. Turnover was unchanged at £4.62m against £4.63m.

Mr. Archie McNair, chairman, says, however, that the balance of prospects is in favour of an upward trend, particularly in the second half of 1979.

Subsidiary, John Corby continued to make progress, he says, with sales up by nearly 20 per cent. And profits from royalties increased by 26.6 per cent to £297,125.

Earnings are shown as 5.02p (8.94p) per 10p share and the dividend is stepped up to 3.2243p (2.8875p) net with a final of 2.2193p the directors say the favourable prospects have enabled them to pay the maximum dividend possible.

The available amount emerged at £190,623 (£321,938) after the year's tax charge £34,669 (£141,117) and an extraordinary debit of £11,049 compared with £37,172 last time.

Dividends absorb £126,244 (£115,929).

THARSIS

THE THARSIS SULPHUR & COPPER CO LTD

ANNOUNCEMENT OF ANNUAL RESULTS

	1978 £	1977 £
Turnover	10,391,357	9,904,954
Profit before Taxation and Exceptional Item	1,349,846	707,893
Less Taxation (relieved on Exceptional Item)	410,589	17,341
Profit after Taxation but before Exceptional Item	939,257	690,552
Exceptional Item (less Relieved Taxation)	1,746,951	—
Loss after Taxation	807,694	—
	Tonnes	Tonnes
Pyrites Sales Tonnage	1,115,507	1,090,860
The Profit before Tax is after taking into account the following		
	£	£
Depreciation	425,304	406,111
Profit on Development of Non-Industrial Land	97,881	153,338
The Reserves of the Company at 31st December were:—	4,348,203	5,155,897

The exceptional item arose out of a provision made at 31st December 1977 for the estimated sum payable as compensation for the early retirement of some 220 employees. It was then anticipated that the related taxation relief would be obtained over a period of years and it was proposed that the sum would be charged to profits as tax relief was obtained.

The total sum payable has now been determined by the Spanish Authorities and it has been agreed that taxation relief will be obtained against the profits for the year ended 31.12.78. The sum has therefore been charged against the profits of that year.

In view of the net loss for the year the directors do not propose to recommend any dividend in respect of the year 1978.

The Spanish Administration has now granted tax exemption in respect of the transfer of the mining and industrial assets of Tharsis to its wholly owned Spanish subsidiary, now called Compania Espanola de Minas de Tharsis S.A. ("Minas de Tharsis"). This transfer is part of the arrangements for the reconstruction of the Company required to comply with the Spanish mining law.

The way is therefore now clear to proceed with the formalities required to complete the transfer of assets to Minas de Tharsis but before doing so it is proposed to seek the *approval of shareholders at the Annual General Meeting of the Company to be held on* 23rd May 1979 and an appropriate resolution together with further details will be included in the Annual Report.

The Spanish Ministry of Industry has granted an extension of a further year for final compliance by the Company with the requirements of the Spanish mining law. A Scheme of Arrangements under section 206 of the Companies Act 1948 will be required to permit the transfer of the share in Minas de Tharsis to the Tharsis shareholders, which is the final stage of the reconstruction arrangements. The relative scheme document giving full details of the effect of the proposal will be sent to shareholders and it is envisaged that this will be done in or about September 1979 with a view to the scheme becoming effective by the end of the year.

The Bank of England have indicated that under present regulations the shares in Minas de Tharsis received by U.K. residents would not be premium worthy on sale and would have to be held in restricted deposit by an authorised depositary. The residents concerned would not have to effect a compensatory transaction in the investment curency market on receipt of the foreign currency securities.

Mr. Frederic Veige has been appointed Chairman of the Board in succession to the late Mr. James C. Robertson.

The Annual General Meeting of the Company will be held in Paris on 23rd May 1979.

30th March, 1979

Provincial—"greater stability of investment, higher rewards to investors."

Extracts from the Chairman, Dennis Howroyd's statement to Provincial Building Society's Annual General Meeting.

The market for Building Society services.

LADIES AND GENTLEMEN, in presenting details of the Society's performance to members each year it is normally considered sufficient to confirm, by a demonstration of financial achievement, that we are fulfilling our obligations to investors and borrowers alike. In considering the statistics which are a large and reassuring part of these meetings, I would ask you on this occasion, not to overlook the importance of the role which your Society plays within its Industry.

In a review of the Society's achievements during 1978 I must therefore comment on the lead which Provincial has given in highlighting the problem of the increasing instability *of investors' funds, which* together with rising house prices might ultimately inhibit the progress which societies can make in responding to the unsatisfied demand for owner-occupation.

To sustain an acceptable increase in owner-occupation it is essential to maintain the rate of growth in investors' balances ahead of the rate of inflation in house prices. It is Provincial's view that this cannot be achieved if societies continue to rely upon money which is withdrawable on demand or short notice.

The ratio of withdrawals to receipts has risen steadily over the past 30 years and the actual sum required to meet withdrawals in 1978 was more than seven times greater than that needed in 1970. When this trend is projected forward alongside the rate of inflation in house prices it is obvious that we must take action if we are to avoid the problems of creating an emasculated housing finance industry.

I think it is now accepted that Building Societies, on their *own, cannot control house price inflation to any great extent* by limiting the supply of mortgage finance. The relationship between rising house prices and rising incomes is the determining factor and this is beyond our sphere of influence.

I do however believe that we can reverse the trend of rising withdrawals and indeed, we have already reduced our ratio of withdrawals to well below the level of other societies. We have achieved this greater stability of investment by marketing products which offer higher rewards to private investors who are prepared to leave their money with us for longer periods.

We must retain, as a matter of priority, the strength of our appeal to those investors who put up the bulk of the house purchase finance and whilst this is likely to become more and more difficult in an increasingly competitive financial market, I remain optimistic.

In attracting the longer term funds of the larger private investor we are increasingly in competition with the Government and with Insurance Companies who, by virtue of their favourable tax treatment, can secure funds by offering tax exemption in addition to a competitive return. As more and more investors become subject to higher rates of tax and Investment Income Surcharge, this is becoming *a matter of some concern to Building Societies. It may seem* somewhat ironic that the Banks should have expressed their desire for fiscal parity with us when much greater advantages are enjoyed elsewhere.

Copies of the statement are available on request from the Secretary at the address below.

Provincial Building Society summary results 1978.

Mortgages

- Total advances increased from £216m in 1977 to £292m in 1978.
- The number of advances, including further advances, rose from 29,000 in 1977 to 37,000 in 1978 with 10,100 loans to first time purchasers.
- £45m was provided for purchasers of newly built houses.
- £21m was provided for improvements to the homes of existing borrowers.

Investments

- Investment receipts, including interest credited totalled £526m.
- Investment withdrawals were £380m.
- The number of investment accounts increased by 82,500 to 736,197 with balances of £1,164m.

Assets, Reserves and Liquidity

- Total assets increased by 13·8% to £1,236m.
- Liquid funds decreased from 24% of assets at the end of 1977 to 18% of assets at the end of 1978.
- Reserves increased by over £7m to £50m (4·1% of assets).

Branch Offices

- 14 new offices were opened in 1978.
- The total number of offices increased to 186.

PROVINCIAL

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BIDS AND DEALS

Metalrax buys Progress bakeware business

BY TERRY OGG

Metalrax (Holdings), a diversified Birmingham-based engineering group, has acquired the Progress label bakeware business plus an agriculture and garden equipment factoring operation through a £1.6m cash purchase of the privately owned **George Wilkinson (Burnley)**.

Announcing the deal yesterday, Mr. John Wardle, Metalrax's chairman, said that a move into branded consumer durables had been planned for some time. This will also expand Metalrax's existing operations in North West England and "broaden the base of group activities," he said. The acquisition was completed on Friday and the announcement coincided with the release of Metalrax's annual report.

"Despite the obvious difficulties of the first three months I will be disappointed if the results for the first half of the current year do not show a further improvement over the record results achieved in the first half of 1978" says Mr. Wardle in his annual statement.

Wilkinson's directors have guaranteed profits, before tax and directors' emoluments, of £425,000 for the year to March 31. This will add significantly to Metalrax's 1979 figures. Net assets of George Wilkinson were £875,000 a year ago and there was a deferred tax provision of £350,000. These two figures plus the anticipated profit roughly equals the price paid by Metalrax for the company.

The cash required for the purchase will come from Metalrax's own resources. The latest balance sheet shows that around £1m in cash was available at year end. Since then there has been some cash inflow from the first three months' activities leaving about £40,000 to come from an increase in overdraft facilities. Medium and longer term loans at the end of December totalled £356,000.

Mr. Wardle said that Metalrax's pre-tax profit of £2.1m represented a record return of 46.5 per cent on net assets employed and that shareholders funds in the group increased from £3.33m to £4.54m. "Property values are likely to be considerably understated in the accounts, as the last valuation was undertaken in 1964," he said.

Armstrong Equip. makes £2.6m purchase

Armstrong Equipment, the automotive products and industrial fastenings group, is paying £2.65m for **Howard Tenens Engineering (Willenhall)**, part of Howard Tenens Services.

Financing arrangements have not yet been finanised but Mr. Harry Hooper, chairman of Armstrong, indicated last night that the company would probably use a mixture of shares and cash.

Willenhall, which made estimated losses of £800,000 before tax and exceptional items in the ten months to January 27, is only the latest in a long line of Armstrong acquisitions.

Last year the group took over four new companies—Gandl Frictions, formerly a BTR subsidiary, Hillcrest Engineering, Cornercroft, and most recently Anglo-Swiss Holdings—for a total considerations of £4m to £4½m. Another small acquisition is expected to be announced shortly.

Willenhall, which at January 27 had net assets of around £3.4m, makes replacement body parts for evhicles and cabs for commercial vehicles and agricultural tractors.

Armstrong believes it will initially bring in about £11m worth of sales and "will add significantly to the group's press work and assembly capability."

Mr. Hooper said that, although payment is not due until July 3, a substantial contingency reserve had already been pumped into Willenhall to cover possible redundancy and other costs.

Last month Armstrong Equipment announced interim profits only slightly better at £4.27m (£4.03m) on sales of £43.9m (£39.4m).

PENTOS INCREASES STAKE IN ELLIOTT PETERBOROUGH

Pentos, the group with interests ranging from garden and leisure products to construction, has increased its recently-acquired stake in **Elliott Group of Peterborough**, the systems building specialist and contractor, from 8.34 per cent to 10.35 per cent.

Pentos has been buying shares in the group since last November, and it now holds 1,365,000. Most of its earlier 8.34 per cent stake had been purchased at 20p or less.

Elliott's shares yesterday stood at 26p.

NO PROBE

The proposed merger between **Inland Financial Company and Cannon Assurance** *is not to be referred to the Monopolies Commission.*

Largs builds up Bright shares

WITHIN two months of mounting a £880,000 agreed cash bid for Ash Spinning, **John Bright**, the yarn and fabric manufacturer, is itself the target of a bid from a private Isle of Man company.

In an announcement yesterday, the private group, **Largs**, stated that it had built up a stake of 36.4 per cent, which automatically triggers off a bid under the City Code. In addition, associates of Largs hold a further 2.7 per cent in Bright.

Largs' market purchases over the past 12 months have not topped 38p a share.

That level values Bright at £4m, but yesterday, after a 1p fall, Bright's market capitalisation was £4.6m.

Bright's board has been in contact with its advisers, Kleinwort Benson, but no announcement has yet been made. Contacts between Largs and Bright seem so far limited to the courtesy of declaring the stake.

Meanwhile Bright's bid for Ash, which has been accepted by Ash's board, is due to close within the next 10 days. It is worth 110p in cash compared with a market price for Ash of 107p.

FISONS

Fisons has now agreed basic terms for its planned two-phase acquisition of the AAgrunol Group of Akzo Pharma. For a consideration of £0.75m, it will takeover, in the next few weeks, the AAgrunol sales and distribution network in the Benelux countries and Germany, plus the field trials farm and facilities at Haren, Holland.

The production unit at Groningen (Holland) will be transferred to Fisons at a later date. The transfer will depend on the granting, by the local authorities, of a new operating licence and the execution by Akzo Pharma of the possible related investments and improvements at the present location at the Groningen site. Until then Akzo Pharma will be manufacturing the AAgrunol products for Fisons.

Marley sells Gomme stake

Building materials group **Marley** has disposed of its 29.7 per cent stake in **Gomme Holdings**, the G-plan furniture manufacturer.

The stake of 3,830,440 shares has been placed with a number of institutions. The holding was disposed of last Thursday.

Gomme's shares last Thursday rose 1p to 75p. Yesterday they were down 3p to 69p.

SNW INVESTMENT

Following the reverse takeover of Brengreen (Holdings) by **Empress Services (Holdings)**, **SNW Investment** now holds 676,000 shares, or 5.6 per cent of the equity. SNW formerly owned 10 per cent of Empress.

LMI extends Caledonian offer for seven days

BY ARNOLD KRANSDORFF

London and Midland Industrials has not received sufficient acceptance to make its increased offer for **Caledonian Holdings** unconditional, and has decided to extend the offer for a further seven days to April 6.

When the offer closed on Friday, acceptances had been received in respect of 1,416,169 ordinary shares. Taking into account the shares already owned, LMI now controls 43.6 per cent of the ordinary shares of Caledonian.

A spokesman for LMI said yesterday that he thought Caledonian shareholders were being understandably cautious what with the Comet Radiovision Services' offer still on the table. "Also, in view of the mail problems we thought we ought to extend," he added.

LMI's stake in Caledonian compares with Comet's share amounting to just under 30 per cent. Comet's offer closed on April 11.

Meanwhile, it is announced that Morgan Grenfell, an associate to LMI, has acquired 5,000 LMI shares at 126p, 5,000 at 127p, 15,000 at 128p and 42,500 at 129p.

MONTEITH

Monteith (Holdings) has purchased the **Baird Lindsay** group of plumbers' and builders' merchants for cash.

The current Baird Lindsay group has plumbers' and builders' merchants operating from Montrose, Oban, Rutherglen, Kirriemuir and Cupar.

This acquisition strengthens and expands the merchanting subsidiary — Monteith Building Services by creating a builders' and plumbers' merchanting group with national coverage in Scotland. With Monteith currently operating in Kirkintilloch (north-east Glasgow), Edinburgh and Aberdeen, a strong group has been formed giving access to 80 per cent plus of the Scottish market.

Monteith (Holdings) are 75 per cent owned by G. Wimpey and Co., and operate a number of subsidiaries, including Monteith Travel of Glasgow and London; Walter Kirkland (Steel)—light steel fabricators of Dumbarton; and Monteith Do-It-Yourself Superstore of Baillieston, Glasgow.

RECEIVERS SELL McNEILL OFFSHOOT

Receivers of **McNeill Group**, the Belfast-based construction company, have sold Smyth Mills, one of the group's companies.

The subsidiary is one of the largest structural steel fabricators in Ireland and had a workforce of 141 people.

The joint receivers, Mr. William Fitch and Mr. William Wilson, said yesterday that the company's trade and physical assets have been sold to Smyth Mills (Ireland), a new company formed to continue the existing business. It is associated with Michaelides Construction, an international contractor.

As a result of the sale 122 jobs are being maintained.

HAT forecasts profit of not less than £2.6m

SPECIALIST construction subcontractor **HAT Group** said yesterday that taxable profits for its financial year just ended—to February 28, 1979—"will be not less than £2.6m." This compares with £2.1m in the previous financial year.

The details are revealed in HAT's offer document outlining its share and cash deal for Glass and Metal, the glass merchant and mirror manufacturer.

The estimate is based on the unaudited management accounts for the ten months ended December 31, 1978, and on estimates, including for some divisions January 1979 management accounts, for the two months to February 28, 1979.

HAT is planning to pay a final dividend for the year just ended of 0.847p per share, making 1.672p.

It is offering two of its shares plus 77p in cash for each Glass and Metal share. There s ian allcash alternative worth 142p a share.

The directors of Glass and Metal, together with its major shareholder British and Commonwealth Shipping — controlling between them a near 34 per cent stake—have already accepted HAT's terms.

The scheme will become effective subject to the sanction of the High Court and to filing of the Court Order. It is anticipated that the Court will hear the petition to sanction the scheme on May 14, and the scheme should become effective on May 18.

BACC

Hawker Siddeley and British Aluminium announce that the acquisition by British Aluminium of High Duty Alloys Extrusions has been completed.

British Aluminium intends to continue to operate High Duty as presently constituted under its existing name and use British Aluminium's resources as a major aluminium company to develop the business further.

J. ADAMSON

Joseph Adamson (Hyde) an unlisted public company has been notified by **Anthony Dobson** (a subsidiary of Nicol Industrial Holdings), that it intends to make an offer of 30p for each 25p ordinary share in the company.

In order to protect its position while an investigation takes place, Anthony Dobson has asked the directors and certain major shareholders to grant options over their shares at 30p for a period expiring on April 23, 1979, and this they have agreed.

Adamson has appointed County Bank as financial advisers. If and when a formal offer is received the board will make available its own views and those of County Bank.

EAGLE STAR

Shareholders in **Eagle Star Insurance Company** have given their approval to the scheme of arrangement under which they exchange their holdings for an equal number of corresponding shares in the proposed new holding company Eagle Star Holdings.

MINING NEWS

Agnico-Eagle succeeds after hard years

BY KENNETH MARSTON, MINING EDITOR

THE NEWS reported here yesterday that Canada's **Agnico-Eagle Mines** has declared a first dividend of U.S. 10 cents (4.8p) following a 1978 net income of C$2.6m (£1.1m) represents a triumph for the chairman, Mr. Paul Penna.

His unwavering faith in gold and the Joutel township gold property in Quebec that he acquired in 1966 has been put to severe tests during the intervening years of struggle. In January 1970, shortly before the mine was due to reach the production stage, rising construction costs and falling gold prices brought an abrupt halt to operations. They remained on ice for two years.

Penna, who had spent some C$6.8m was in debt and the C$1 shares sank to below par after having been up to C$8.40 in the previous year. But Penna bided his time and in 1972 he merged Agnico Mines, which produces silver at Ontario's famous Cobalt camp, with Eagle Gold Mines to form the present Agnico-Eagle.

A share placing was then made which, together with the none-too-easy raising of further finance, paved the way for a restart of the gold operations. February 1974 brought the official first pouring of a gold bar at the Joutel mine which by then had cost some C$15m.

The struggles continued, however, with treatment plant and gold recovery problems and consequent operating losses. But gradually things have come right. Gold production last year averaged just over 5,000 oz a month and is expected to rise to well over 6,000 oz in 1979.

It is worth noting that with the improvement in grade at depth, ore treated during the fourth quarter of last year ran 0.214 oz (6.7 grammes) per ton compared with an average for the year of 0.191 oz. Costs equally S$109 per oz compared with the current Canadian gold price of around C$278 per oz.

Meanwhile, a deep exploration programme is to be got under way at the adjoining Telbel Mines property which was acquired some years ago. At the silver division, which moved from losses to profits last year, good grade ore values are being encountered in underground development and much improved earnings are expected this year. Agnico-Eagle shares are around C$7 in Canada.

QUEBEC TO AID EXPLORATION

Some measures to encourage the search for minerals are contained in the Quebec budget. Exploration and development expenses incurred after March 27, 1979, on the site of an underground mine, and after it has been brought into production, will be eligible for the allowance of C$1 for every C$3 invested in exploration or development.

The provision will not apply to mines from which the principal products are iron or titanium ore or asbestos. The allowance was previously restricted to offsite exploration and development spending.

The basic exemption of annual profit for purposes of calculating mining duties is to be increased to C$250,000 from C$150,000 as of January 1, last.

Also the mining duties credit—equal to 15 per cent of an annual loss—may, for losses incurred beginning January 1, 1979, be spread over the four-year period following the loss, instead of over two years.

STRIKE THREAT ON S.A. MINES

In spite of their defeat in a wildcat strike two weeks ago, South Africa's white Mineworkers' Union leaders are threatening to call an official strike if their members' benefits are not reinstated, reports **Quintin Peel from Johannesburg.**

The Executive Council of the union, representing some 10,000 en in South Africa's major mines, has declared a dispute with the Chamber of Mines over the issue. A Conciliation Board must now be set up by the Government.

Mr. Arrie Paulus, General Secretary of the MWU, said a strike ballot would be held if the Conciliation Board failed to come up with an acceptable compromise. The miners' benefits were suspended after they stayed away from work in protest at the possibility of black workers being promoted to more responsible positions on the mines.

While there is some doubt that a majority of miners would vote for a strike, following the recent defeat, a legal strike on the mines would nevertheless be a considerable embarassment to the Government. White miners have traditionally supported the ruling National Party, and are deeply embittered at the lack of official support in their latest dispute.

SHORT LIFE FOR KERR ADDISON

The **Kerr Addison** gold mine at Virginiatown in Ontario is likely to be mined out within two years. In the annual report, the Kerr Addison directors noted that the current high level of gold prices is unlikely to add significantly to the life of the mine.

The mineable reserves at Virginiatown are estimated at 323,037 short tons, grading 0.37 ounces gold per ton. Kerr Addison is part of the **Noranda** group, another of whose units, **Pamour Porcupine Mines**, also has a limited life gold property.

After a record 1978, when Pamour's net profits reached C$ 5.3m (£2.16m), ore reserves were down to 2.5m tons, enough for 15 months of production. But Mr. Donald Schmitt, the president, says that accelerated exploration and development programmes could transfer some 4m tons of probable and possible ore to proven reserves within the next two years.

By contrast, **Campbell Red Lake Mines**, the Ontario gold producer in the Dome group, is to spend C$ 10.4m on a 30 per cent expansion. There is a tax advantage in expansion by this percentage; the increased portion becomes regarded as a new mine for provincial tax purposes.

The expansion will be completed by 1982 and will permit mining of lower grade ore. The finance will be internally generated.

ROUND-UP

Because of its oil exploration interests Australia's **Western Queen** is to change its name to **Monarch Petroleum**. The company also announces the acquisition of four kimberlite areas in South Australia in a region being examined for diamonds by **Broken Hill Proprietary and De Beers.**

Brighter outlook for S. African tin mines

HIGH LONDON Metal Exchange tin prices are having a significant impact on the South African tin producers **Rooiberg and Union Tin**, both managed by **Gold Fields of South Africa**, reports Jim Jones from Johannesburg.

Union Tin, which had expected to cease underground operations this year, has been enabled to increase its underground exploration effort and has discovered several new lodes.

Provided that tin prices are maintained, the chairman, Mr. M. B. Forsyth, expects that underground operations can now continue for a further three years and that the 1979 production of tin in concentrates will not differ from last year's 261.5 tonnes (1977: 230.5 tonnes).

However, this can only be achieved with relatively heavy capital expenditure of R450,000 (£258,000) this year.

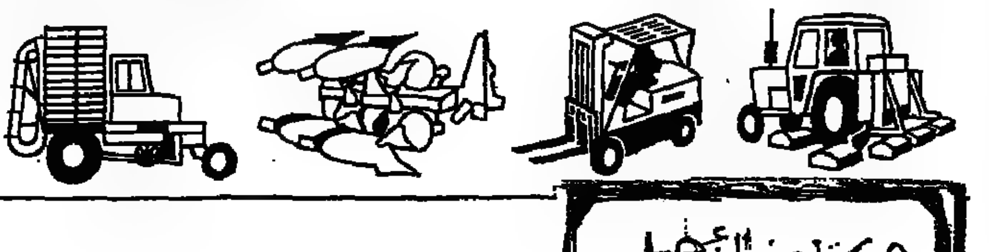
Rooiberg, which produced 822.1 tonnes of tin in concentrates in 1978 (1977: 812.5 tonnes), is in a stronger position. It has earmarked capital expenditure of R5m, for the current year of which R1.8m is for the construction of a tin smelter capable of treating its higher-grade concentrates and perhaps those from union. Commissioning is scheduled for this year's final quarter.

At the same time Rooiberg is opening further ore at depth at each of its three operating mines, with reserves sufficient to maintain production until the turn of the century.

The developments at Rooiberg mean that South Africa should be virtually self-sufficient in metallic tin by the year-end as well as having metal and concentrates for export.

Management is cautious on likely tin price trends and is basing projections on average prices some 15 per cent lower in rand terms than last year's R9.827 per tonne.

Evxen so, following the 1978 pre-tax profit of R14.4m (1977: R9.9m), there is little fear that the 220 cents per share dividend will be cut this year. It puts the shares on an 11.8 per cent yield in Johannesburg at the current price of 1,860 cents.



Freemans up to £16.8m: sees further advance

ON TURNOVER well ahead at £200.23m, compared with £166.47m, pre-tax profits of Freemans (London SW9) rose 28.2 per cent from £13.06m to £16.75m in the year to January 27, 1979.

At halfway, when profits were up from £5.52m to £7.21m, the directors of this mail order concern said full-year results should be satisfactory.

They are now optimistic of a further advance in the current year, although they say the first weeks have been far from easy.

The number of active agents at the year-end was 475,000 (437,000), and recruitment is continuing successfully and to plan, they add, while the new catalogue is larger than before and other improvements continue to be made.

	52 weeks 27.1.79 £000s	28.1.78 £000s
Turnover*	200,232	166,474
Trading profit	17,249	13,744
Interest payable	502	684
Profit before tax	16,747	13,060
Tax	8,856	6,747
Net profit	7,891	6,313
Dividends	1,781	1,373

* Including VAT.

The combination of the drivers' dispute and the bad weather, say the directors, brought delays to the issue of catalgoues and the receipt of orders and goods. Restrictions on importation, coupled with shortages in much of the textile industry, are affecting normal customer service levels.

This has been the position since the consumer spending upturn last summer, they and, and owes much to that fact. Its impact can be expected to lessen as industry responds and the increase in spending starts to fall off, they conclude.

Pre-tax profits were struck after lower interest of £502,000 (£684,000). After tax for the year of £8.86m (£6.75m), earnings per 25p share are 11.4p, compared with an adjusted 9.1p. The net total dividend is effectively raised from 1.98106p to a maximum permitted 2.5605p, with a final of 1.5195p.

See Lex

Charles Hurst pays 5.96p

Including £290,993 from the sale of property and redemption of debentures, pre-tax profits of Charles Hurst amounted to £991,486 in 1978 compared with £962,844 previously. Turnover was unchanged at £45.4m.

After tax of £413,778 (£604,279) earnings per 25p share are shown at 13.26p against 16.57p.

The final dividend is maintained at 3.3p, making 5.96p (same). The Belfast-based group sells and repairs cars and commercial vehicles.

Record new business for Trident Life

Record new business figures for the year to March 31, 1979, are reported by Trident Life Assurance Company, the linked life company member in the Schlesinger Group. Regular premium business rose by more than 50 per cent to £3.5m, while single premiums advanced by 11 per cent on the year to £14m.

The company's revamped savings plan, personal wealth, launched during the year proved a best seller, while both the maximum investment plans and the self-employed pension contracts were in good demand. In single premiums, the best sales over the first six months were property, American and gilt funds, but over the year property and gilts were the leaders.

Mr. Alan Roberts, general manager of Trident Life, said that the company had now come of age as a linked-lift operation. It had a wide range of plans and funds, it lead the industry in policyholder communication and during the past two years had completed its product range with the launch of the self-employed and executive pension plans. He expected both pensions markets to continue strong and for Trident Life to take an increasing share of new business.

The company markets both through its own direct sales staff and through insurance brokers and financial planners.

H. BRAMMER

H. Brammer announces that acceptances have been received for 2,987,080 ordinary shares representing some 95 per cent of the 3,142,991 offered by way of rights.

The shares not taken up have been sold and the net premium over the offer price, (about 39.2p), will be distributed to shareholders entitled thereto.

Macfarlane more than doubled

ON TURNOVER up £4m to £13.3m, pre-tax profits of Macfarlane Group (Clansman) jumped from £570,858 to a record £1,207,114 for 1978, with £527,000 against £304,000 coming in the first six months.

The group has had a promising start to 1979, with sales and profits in the first quarter up on the same period last year.

It has a strong order book in most companies and the directors say the outlook for the rest of the year is encouraging.

The group's principal activities are the manufacture and distribution of packaging, plastics and metallising, specialist printing and office supplies.

A final dividend of 2.188p raises the total net payment from 3.84p to the maximum permitted 4.288p per 25p share, from stated earnings of 10.53p (6.8p). A one-for-four scrip issue is also proposed.

Tax took £510,301 (£159,300), leaving net profits ahead from £411,558 to £696,813.

Six months advance by Town Centre

For the six months to December 31, 1978, profits of Town Centre Securities, property investment and development concern, advanced from £304,442 to £371,280, subject to tax of £193,000, against £158,000.

In the previous full year, the company achieved pre-tax profits of £800,000 and paid a net dividend of 0.608173p, adjusted for a one-for-two scrip issue.

The directors report that the company has completed the purchase of T. Herbert Kayes Estates and Andrews Picture Houses. These own prime location shop properties in the centre of Huddersfield.

While they say there will initially be a shortfall, substantial rent reversions are anticipated overthe next few years.

Brycourt payout

Brycourt Investments, the investment trust group with property interests, which went into voluntary liquidation last September, has made a payout to shareholders.

Mr. M. C. Bird, the liquidator, has paid shareholders 5p per share. Together with the first capital distribution of 128p per share shareholders have received a total of 133p a share.

For capital gains tax purposes the total distribution has been made within the year ended April 5, 1979.

Mr. Bird told shareholders: "The prompt action of your directors in realising the majority of the investments and repaying the multi-currency loan prior to my appointment greatly assisted both the rapid and satisfactory level of distribution. In addition, you have received during the liquidation the second interim dividend of 1.55p per ordinary share."

The liquidator said that he had originally envisaged making the second capital distribution by the end of December 1978, "but regrettably this had to be postponed owing to unforeseen delays in determining the company's taxation liabilities."

J. Shakespeare studying areas of potential development

Mr. J. Shakespeare, chairman of Joseph Shakespeare and Co., says that the main part of the installation of plant and provision of new buildings at Shifnal is nearly complete and he is confident that operating efficiency here should now improve.

This move follows the transfer of forging production from the Willenhall works which has beenclosed. The chairman points out that the completed development means that Shifnal will be able to concentrate on the production of heavier forgings, while Old Hill will produce higher-volume smaller forgings.

The chairman feels that the further development of Shifnal suohdl qualify under the Drop Forging Industry Grant Scheme, under which the group has taken the opportunity of reviewing the marketing organisation with the assistance of a leading firm of consultants.

Their report confirms quite a few of the group's own projections but has caused the group to look more closely at several areas in which it could become more involved.

He says that Old Hill has shown its ability to operate profitably in extremely adverse conditions and profits should improve quickly with higher demand. While drop forging still forms the major part of production at Old Hill,T he manufacture of fabrications, flame cuttings and machined parts provides the company with important additional opportunities.

These other facilities are being gradually extended and it is intended to develop them so that they contribute even more to the profitability of Old Hill.

Ending a run of six years continuing increases in profit the group turned in a loss of £84,000 for 1978 (£0.85m profit) mainly reflecting a downturn at the Willenhall and Shifnal forges. Demand in many departments fel below 50 per cent of capacity.

Meeting, Dudley (West Midlands), April 24 at 12.15 pm.

Elys profits near doubled

From gross sales of £5.53m against £4.79m, pre-tax profits of Elys (Wimbledon) department store, nearly doubled from £157,615 to £310,519 in the year ended January 27, 1979.

The first half saw a recovery from a loss of £9,083 to profits of £41,203 and the directors said that as a result of continuing reduction in interest payable and the opening of several new departments, they were confident that the year's profit would exceed that of the previous 12 months.

Earnings per 25p share are shown as 12.47p against 6.08p and the final dividend is 2.33p making a total of 3.07p compared with 2.75p.

The year's profit is after depreciation of £51,372 (£45,467) and interest of £65,241 against £100,167. The tax charge is £160,838 compared with £84,637.

Owen Owen has a substantial stake in the group.

James Dickie profit falls

For the year ended October 31, 1978, profit of James Dickie (Drop Forgings) fell from £398,332 to £325,672. Turnover showed a rise of £0.44m to £3.89m.

After tax of £169,760 (£206,612) net profit came out at £155,912 (£18,720) for stated earnings of 8.42p (10.24p) per 25p share.

The final dividend is 2.438p for a net total of 4.909p, against 4.4p.

PRESTIGE GROUP

Prestige Group is to redeem the 5 per cent cumulative preference shares on June 30, 1979 at the issue price of 105p.

Scottish Metropolitan sees big increase

TAXABLE PROFITS of Scottish Metropolitan Property Company incrdeased from £538,995 to £809,042 in the six months to February 15, 1979, on net revenue from properties up from £1.38m to £1.67m.

The directors are confident that full year pre-tax profits will be well above the £1.27m last time.

They add that negotiations are in hand for the acquisition of investment properties in Aberdeen, Inverness, Glasgow and Dumbarton totalling £2.88m, part of which will be income-producing during the current year.

In addition, two commercial and industrial projects are to start shortly in Glasgow at a total cost of £1.15m, all payable in cash.

Investment income and interest received totalled £113,088 (£108,851). Interest charges and administration expenses were £850,757 (£848,595) and £122,258 (£105,508), respectively.

After tax of £345,494 (£226,660), revenue available came through at £463,548 (£312,335).

The net interim dividend is effectively raised from 0.81818p to 0.9p per 20p share, and absorbs £295,384 (£268,531)—last year's total payment was equivalent to 1.7935p.

Distributable reserves are increased by £139,324 (£108,001) being the surplus realised on property sales over original cost, after tax.

The directors explain that the figures do no include any transfer from reserves relating to the development programme which would have amounted to £22,560 (£66,700). They intend to re-examine their treatment in the preparation of the annual accounts.

Winding up orders for 49 companies

Orders for the compulsory winding up of 49 companies were made by Mr. Justice Vinelott in the High Court. They were:

Moelfre Craft Kits, Emptor, Saffron Hair Design, Canterford, Moffat Fire Protection, W. J. Little Builders and Brendon's Car Mart.

Prestbury Construction Company, Phillips Development (Somerset), Jumbo Contracts (Interiors and Exhibitions), Jelly Records, Cairo Jewels, Multilink and Modern Plan Insulation (West Riding).

Malyon Construction, M. L. Coker (Printers), Bromere, A. Voyias and Co., Ian Ross (Continentals), Insight TV Systems, Kirkham Construction and L. and J. Burke.

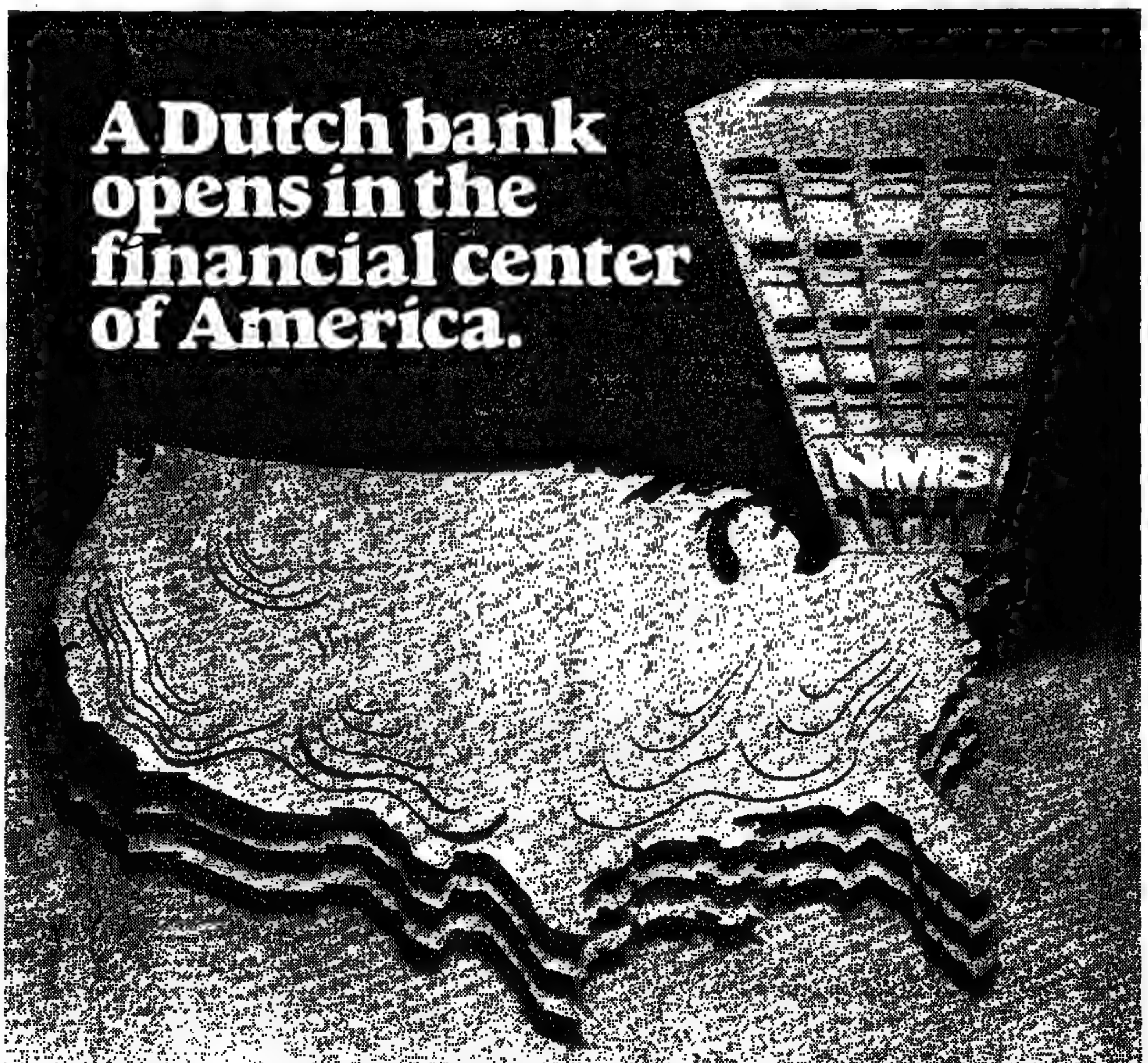
L and P Construction (Liverpool), PM Taxis, Kimsaw, Allan Blackburn Enterprises (London), Lintagate, Spearhead Transport Services and Automatic Refreshment Services.

Wilson Flynn (Radiators), A. Blackburn Agency, Zifgate, JBA (Carpenters), V. Goldman (Huddersfield), Research Building Materials and Tweedtown.

Lennon and White Shipping and Forwarding, Lennon and White (Southern), Osman Arabic Centre, Carberme, Piers Taylor and Ajax Supplies (Sidcup).

St. Clements Eestates, Marden-Kane (UK), Mervyn Rutter, Charles Craze, Brontus Insurance Brokers, Wm. Bannister and Co. and The Portsmouth Theatres.

Bank Leu, the Oldest Swiss Bank, founded 1755



NORTH AMERICAN NEWS

Petrofina Canada qualified

MONTREAL — For the third year in a row, the annual report of Petrofina Canada Ltd. included a qualified opinion from its auditors, Clarkson, Gordon. Petrofina is 72 per cent owned by Petrofina S.A. of Belgium.

The latest qualification again deals with tax liabilities and refers to 1978. The matter first arose in the company's report for 1976 and has apparently broadened since then.

Clarkson said its opinion of the company's financial statements is subject to final determination of the income tax dispute, in which about C$22.6m is at stake.

As explained in the notes to financial statements, Canada's tax authorities, after examining the transactions with a foreign unit of Petrofina, recently issued notices of reassessment, reducing the costs the company could claim for the years 1970 through 1976. The reassessment, if upheld, woud increase Petrofina's provision for taxes, including deferred taxes, and interest by C$22.6m.

Petrofina' in notes to its 1977 financial statements, said that the dispute covered the years 1970 through 1975 and that the provision for taxes and interest would increase by $C20.2m if the Government's position were upheld.

The Petrofina management "strongly disagrees with the reassessments, which appear to be contrary to an understanding reached . . . in respect of prior taxation years."

The company said it has paid about C$19.1m of the reassessed liability and is contesting the reassessment. It added that a provision has not been made in its accounts to reflect the potential increase in the provision for Federal taxes and that the amount of $S19.1m is included as "income tax recoverable."

Separately, the company's treasurer said an objection has been filed with Canada's tax authorities AP-DJ

Thomson family amends Bay terms

BY ROBERT GIBBENS IN MONTREAL

THE THOMSON family appears to be determined to retain some stake in the Hudson's Bay Company. Yesterday morning the two Thomson Toronto based holding companies which on March 1 offered C$31 per share for 51 per cent of The Bay shares increased the offer to C$35.

The Thomson companies also said the offer in cash would apply to 60 per cent of The Bayy shares outstanding, which would cover 13.8m shares. However, the new bid is not conditional on the deposit of any minimum number of shares.

If less than 60 per cent of The Bay shares are deposited, then all shares tendered would be taken up. If more than 60 per cent are deposited, then the Thomson family would accept on a pro rata basis up to 13.8m shares, or they may elect to purchase more.

The original bid, which was to expire on April 6, has now been extended until April 9.

Last week, the Thomson interests gave the impression they were not willing to inrcease the original C$31 offer. The two Thomson private holding companies concerned are Woodbridge Company and Thomson Equitable (International) Ltd.

Late last week the George Weston food processing and distribution group based in Toronto offered C$40 a share for 51 per cent of the Bay stock, with the alternative of preferred stock or a mixture of cash and preferred stock to the same value. This offer was posted at the weekend.

The Bay directors had previously advised shareholders to reject the Thomson offer but have yet to pronounce on the Weston offer.

Analysts believe the Thomsons already hold between 5 and 6 per cent of the Bay stock. Some institutions, it is believed, would be more content with a successful tale-over of the Bay by the Thomson family interests than with a Weston take over, o nthe grounds that some of the Weston group interests in North America have not surmounted all their problems.

Also, some institutions believe there would be less interference in the Bay's day-to-day affairs by the Thomsons than by the Westons.

The reason why the Thomsons have increased the percentage of shares to be accepted from 51 per cent to 60 per cent, analysts say, is to outflank the Weston bid which up to now applies to 51 per cent of the Bay stock.

In effect, the Thomsons offer Bay stockholders C$35 cash for 60 out of every 100 shares held against the previous 51 shares, and competing with the Weston's bid to C$40 cash for every 51 shares out of 100.

This means that the Thomson bid theoretically now competes directly with Weston's and the ball is now back in the Weston court. The market expects a reply shortly from Weston.

Boise Cascade boosts spending

BY JOHN WICKS IN ZURICH

CAPITAL expenditure totalling $2.3bn is to be made in the coming five years by Boise Cascade Corporation, the U.S. paper and building materials group.

The chairman, Mr. John B. Fery, forecast a continued rise in sales, earnings, dividends, and return on equity over the period. Last year, the undertaking had increased earnings to a record C$135.7m (C$115.6m), or C$5.02 (C$4) per share, after sales of C$2.57bn (C$2.31bn). Outside analysts believe per share profits could reach some C$6.50-C$7 by 1983.

The new five-year investment programme, which follows one of C$1.2bn completed in 1978, is to be financed from cash flow, with some additions of new debt. While fixed rate long-term debt will be sought as appropriate, existing short-term anr intermediate financial arrangements will satisfy Boise Cascade's needs for some time to come. The Idaho-based company sees no need, said Mr. Fery, to seek additional equity capital.

Within the 1979-83 spending plan, some 56 per cent will be invested in the paper business. Boise Cascade, which reckons with growth of some 2-3 per cent annually for the period in paper and paper/board business, intends to expand here at a rate in excess of the industry average.

Apart from the $1.3bn expenditure in the paper sector, the company is to spend $340m in wood proudcts manufacture and $130m in timber and land acquisitions. In both fields, the stress will be in growth in the Southern States. A further $230m will go on packaging and office products distribution, optimising capacities and finding new uses for composite cans, and $260m in building materials conversion and distributions.

Optimism at Goodyear

AKRON—Goodyear Tyre and Rubber expects an improvement in first quarter earnings at a pace that will "undoubtedly accelerate" if contract talks with the United Rubber Workers are settled peacefully, Dr. Charles J. Pilliod Jr. the chairman, said at the annual meeting.

Goodyear will spend about $400m on capital improvements this year, capital spending was previously projected at about $410m.

Agencies.

Carrier merger

United Technologie's and Carrier Corporation have agreed in principle on terms of a merger under which Carrier will become a wholly owned subsidiary of United, Reuter reports from Syracuse. United owns about 49 per cent of Carrier's voting securities, acquired ina cash tender offer and market purchases. Under the agreement, each Carrier share will be exchanged for one share of a new convertible preferred stock of United.

RESULTS IN BRIEF

Beker Industries loss cut

NEW YORK—Beker Industries, the chemical fetiliser group, has reduced its fourth quarter loss from $31.31m or $2.74 a share to $8.97m or 78 cents a share. Net loss for the full year amounted to $14.45m or $1.26 a share, against $30.32m.

Sharply higher profits are reported by mail order group Gamble-Skogmo, the fourth quarter net rising from $8.23m or $1.74 a share to $13.94m or $3.18 a share. This lifts net earnings for the year from $9.76m or $2.02 a share to $23.22m or $5.15 a share.

Among departments stores, Marshall Field raised fourth quarter earnings from $1.04 to $1.35 a share, but Associated Dry Goods, while earning more in the fourth quarter, saw its net per share for the year drop from $3.13 to $2.55.

Agencies

MEXICO'S STATE OIL COMPANY

Pemex makes a move downstream

BY WILLIAM CHISLETT IN MEXICO CITY

PEMEX, the State-owned oil monopoly which is the pivot of the fast expanding Mexican economy, has reported a trade surplus for 1978 of 35bn pesos ($1.5bn). The value of exports, mainly crude oil, was up 42 per cent on 1977 to $1.8bn and impuorts of petroleum and some petrochemical products were $300m, according to the annual report.

Last year was another resoundingly successful one for this giant monopoly which employs about 100,000 people. Its exports represented almost 20 per cent of Mexico's total foreign exchange earnings. This year, Pemex forecasts that exports will be worth $3.5bn, or 28 per cent of exchange earnings.

The average volume of crude oil exported per day in 1978 was 365,000 barrels, an 80 per cent increase over 1977, with the U.S. taking 80 per cent of this. The other customers were Israel, France, Spain, Canada and Japan.

The average daily production of crude, condensed are liquids during 1978 was 1.3m barrels, 244,029 barrels more per day than in 1977. Production reached 1.5m b/d last December and will reach a maximum of 1.8m b/d this December for a daily average this year of about 1.7 b/d. Exports should average about 672,000 b/d this year.

Proven hydrocarbon reserves at the year end were 40bn barrels (28.4bn of crude and condensates, and 11.7bn of natural gas equivalent) and probable reserves 44bn and potential 200bn. British proved reserves are 19bn barrels and Saudi Arabia's 167bn. No further increase in the reserves has been reported since then, although unofficially proved reserves are now put at over 60bn barrels.

The bulk of the increased production came from the southern zone, which produced 83 per cent of the "black gold." This area, in the states of Tabasco and Chiapas, is where much of the exploration is being carried out.

Last year, Pemex finished drilling 306 wells of which 173 are said to be productive, a high success rate. This year Pemex aims to perforate 409 wells, 359 of them land based and 50 of them in the Gulf of Mexico. Last year, more seismological investigations were carried out in marine areas than in the previous 20 years.

Offshore production is starting later this year for the first time.

The production of natural gas reached a daily average of 2.56bn cubic feet. According to Pemex, only 7 per cent of the natural gas production was flared last year because of the installation of 43 new compression units. Observers, however, believe that the figure is far higher, probably 15 per cent, and that as oil production increases so will the flaring of the gas, unless domestic use rises as is planned, or the gas is exported.

With the new Cadereyta refinery now operating, Pemex is set to increase its exports of refined products this year

In March, the 16bn pesos ($727m) natural gas pipeline linking Cactus in the southern oil field to San Fernando in the industrial north, was inaugurated. This will lead to less gas being flared. The U.S. and Mexico are to reopen negotiations on the sale of natural gas. Talks for the sale of gas to the U.S. broke down at the end of 1976. If a sale goe ahead, which seems possible given Pemex's desire to increase oil production and not waste natural gas by having to flare it, then the cost of the pipeline could quickly be recovered.

The cost of the pipeline and the ever increasing expansion programmes pushed Pemex's net debt up to 33bn pesos ($1.4bn) last year. Pemex borrowed 51.3bn pesos ($2.25bn) last year from foreign and domestic creditors, 86 per cent more than in 1977, and it paid off debts worth 18.3bn pesos ($802m).

Investment totalled 62.7bn pesos ($2.7bn), 76 per cent more than in 1977, of which Pemex was able to finance a good proportion from its own funds. Pemex's own revenue from foreign and domestic sales increased by 44 per cent in 1978 to 113bn pesos ($5.1bn). Expenditure including operating costs, investment and debt interest was 164.4bn pesos ($7.4bn).

There was less satisfying news concerning refining output; this increased by only 5.5 per cent over 1977, which is limiting the value of foreign sales. Exports at the moment are almost exclusively of crude oil and not of the more profitable petroleum products. However, this problem should be solved, when the recently opened Cadereyta refinery starts operating at full capacity. The new refinery has a capacity of 235,000 barrels of crude a day compared with 882,000 for all the remaining refineries.

Basic petrochemical production is surging ahead and is a highly promising new area. Total output last year was 5.7 tonnes, 37 per cent more than in 1977 worth 11.5bn pesos ($522m).

Pemex is still having to import some basic petrochemicals and petroleum products, but, on present performance, the day when Mexico will be self sufficient in this sector as well as in oil is not far off.

EUROBONDS

Turnover rises to record

By Francis Ghilès

TURNOVER in the Eurobond market rose to a record $33.88bn during the first three months of the year fro ma level of $28.07bn during the same period last year, according to the combined settlement figures of the two Eurobond settlements systems, Euroclear and Cedel.

The large number of issues floated during February, and the increase in the number of institutions making a market in Eurobonds, are among the factors which helped to swell the turnover figure.

The most active sector of the Eurobond markets yesterday was the sterling one. Prices rose by up to half a point, with the recent issue for FFI closing at 105½. There was speculation that the Chancellor of the Exchequer would announce a cut in the Minimum Lending Rate in his Budget speech today. This would allow coupons on sterling denominated bonds to be cut, and might tempt some corporate borrowers into issuing sterling bonds.

In the dollar sector the $20m convertible for Galveston Houston started its first day of trading on a very strong note: it closed at 101¼-102, having touched 101½-102½ earlier in the day. Elsewhere the market was quiet; with prices up ⅛ of a point on the day where they changed. The price of the Esselte convertible has moved up since last week and was quoted at 98¾ yesterday.

In the Deutsche-Mark sector, prices were slightly off on the day in thin trading. The RENFE issue, which was priced at 99½ last Friday, got off to a disappointing start, being quoted at around 97½ by the lead manager, Westdeutsche Landesbank.

In its first day of trading the French franc issue for Solvay was quoted at 99½-⅜. It had been priced at 100½ by the lead manager Banque de l'Union Europeenne last Friday.

Medium-term loan for Thailand

By John Evans

BANKERS Trust Asia, the Hong Kong subsidiary of Bankers Trust Company, is arranging a syndicate for a $60.5m credit for Thailand. The 10-year facility carries a spread of ⅞ per cent.

Meanwhile, the Italian state energy agency ENEL is raising a $600m 10-year loan via a group led by Deutsche Bank and Banca Commerciale Italiano. The amount is larger than the $500m originally planned.

Terms comprise a spread of ½ per cent for the first four years of the life of the loan, rising to ⅝ per cent.

● The Industrial Bank of Japan said in Tokyo that it is arranging a Y50bn syndicated loan for the New Zealand Government, Reuter reports.

The 15-year credit, the first yen-denominated syndicated loan to New Zealand, bears a fixed interest of 7.3 per cent.

Danish bond supply

The total net supply of Bourse-quoted domestic bonds in Denmark rose to DKr 54.97bn ($10.50bn) nominal in the 12 months to February, 1979, against DKr 41.61bn in the same 1978 period, Reuter reports from Copenhagen.

Italcementi capital changes planned

BY RUPERT CORNWELL IN ROME

BERGAMO-based financier, Sig. Carlo Pesenti, is planning to change the shareholding structure of his Italcementi master company to ensure he retains control of his banking, industrial and insurance empire after the complicated reorganisation currently in progress.

The latest scheme, which will go before an extraordinary meeting of Italcementi shareholders on May 12, will permit up to half the L40bn capital to be converted into preferential, so-call "savings" shares.

These shares will no longer enjoy voting rights, but in return willb e granted a higher remuneration than the remaining ordinary stock with full voting rights.

Assuming the scheme is endorsed, holders of the "savings" shares will receive a dividend of L850 ($1.02) while a payment of only L700 will be made on existing stock. Net Italcementi profits last year climbed to L6.5bn ($7.7m) from L5.3bn, after depreciation of L31.5bn.

The neatness of the plan is that by inducing existing owners of voting shares to switch to non voting stock, the 37 per cent of Italcementi now believed tob e in Sig. Pesenti's hands could become in practice an unassailable majority.

If the maximum of 50 per cent of Italcementi shares were "neutralised." in this way, Sig. Pesenti's stake would be transformed into as much as 74 per cent of eligible voting stock, making it impossible for any rival to build up a comparable shareholding to challenge him.

This consideration is at present of great importance, since the Bergamo financier is in the middle of an intricate operation which si expected to lead to the elimination of cross-holdings within the group.

Italcementi shareholders are currently being offered stock in Italmobiliare, an Italicementi subsidiary which controls Sig Pesenti's substantial banking and insurance holdings, on a one-for-two basis at L10,000 per Italmobiliare shares.

However, until the new scheme announced at the weekend, the risk existed that in the process trading in Italmobiliare rights there could be created of inconvenient and possibly threatening rival blocks in Italmobiliare, which by dint of its assets, is much the most attractive part of the Italcementi group.

These assets include complete ownership of Banca Provinciale Lombarda, and Istituto Bancario Italiano (IBI), a 41 per cent stake in RAS, Italy's second largest insurance group, a quarter share in the Falck private steelmaker and 64 per cent of Franco Tosi, the electrical engineering concern. Together they have been valued at L1,000bn or more.

East Asiatic forecasts upturn this year

BY HILARY BARNES IN COPENHAGEN

DENMARK'S East Asiatic Company expects higher profits this year. Mr. Mogens Page, chief executive, said earnings in 1979 should be an improvement on last year, when net profits fell from DKr 163m to DKr 108m ($20.76m).

He said developments in the first quarter had been promising and added that earnings in the shipping sector, which pulled down last year's result, could be expected to improve this year, especially for the company's fleet of bulk and product carriers.

Mr. Pagh said that a DKr 4.9bn fall in sales last year to DKr 18.5bn was largely due to the fact that the Nigerian company R. T. Briscoe, was no longer included in the group accounts as the company now only had a minority holding. Moreover, the strong Danish kroner meant that 90 per cent of group sales when converted to kroner showed a reduced figure compared with 1977. After allowing for these two factors sales were more or less unchanged compared with 1977.

The East Asiatic Company traditionally has had close ties with China and Mr. Pagh said that developments in China were now showing rapid changes. "The increase in China's international trade can in the longer term have a positive impact on the economy of the Far East and perhaps on the world economy as a whole.

For East Asiatic developments in China have already begun to bear fruit after many years of effort, said Mr. Pagh.

* * *

VALMET, the Finnish state-owned conglomerate with interests in shipbuilding, heavy engineering and transport, increased its turnover and profits in 1978 and expects strong growth again in the current year.

Parent company turnover rose by 6 per cent to FM 1.78bn ($445m) in 1978, while group sales including the affiliates Datasaab-Valmet (computers), Saab-Valmet (cars) and Scan-Auto (car sales), improved by 7 per cent to FM 3.69bn.

After tax and the maximum permissible depreciation, the parent company booked a profit of FM 7.2m, up 80 per cent on the 1977 profit of FM 4m. It paid out only FM 280,000 in dividends on Preference shares and transferred FM 7m to the reserve fund.

Valmet had orders on hand valued at FM 2.63bn at the end of 1978, about the same total as at the end of the previous year. Orders for forest industry machinery stood at a record level and included seven paper machines and several major rebuilding projects. Turnover is expected to increase by about a third in the current year.

The company is expanding its international business. It has a tractor factory in Brazil and is now negotiating with Volvo of Sweden on co-operation in producing a new tractor model in Finland in the 1980s.

Swiss building material groups in merger talks

BY JOHN WICKS IN ZURICH

TWO SWISS companies associated with the construction industry, Sika Finanz and Unikeller Holding, are considering a merger. This is likely to take the form of reciprocal stock acquisition, and talks are expected to be completed by the summer.

Sika Finanz is the parent company of the Sika group, which specialises in chemicals for the building industry and had a group turnover of SwFr 248m in 1977 ($149.4m). Unikeller, whose operations are concentrated on sound insulants, had total sales for the same year of SwFr 230m.

Both groups have most of their production facilities outside Switzerland. Any merger would foresee the continuation of the two concerns as individual operating entities.

● Earnings of subsidiary companies for the year ended March 31 have shown a "largely rising tendency", according to the Zurich-based Intershop Holding AG. Intershop is an internationally-active property development company specialising in shopping centre projects.

Parent-company income has, however, been affected negatively by the appreciation of the Swiss franc and the reform of German corporation taxes. In all, Intershop expects profits similar to the SwFr 3.84m booked for the 1977-78 financial year.

The stress of Intershop's activities in the past year was on the further expansion of the company's position in the U.S., it is stated in a prospectus for the listing in Zurich, Basle and Geneva of 100,000 new bearer shares. Apart from three additional neighbourhood shopping centres, two regional shopping centres were taken up into the Intershop portfolio. The Willemstad-based holding company Invus NV, a joint venture of Intershop and Bank Cantrade AG, has sold one stake and is in the process of purchasing another U.S. unit.

The Intershop new share issue, of "A" series priority stock, excludes existing shareholders' subscription rights. It is intended to guarantee the conversion of the $24m convertible bond loan of Intershop Overseas Finance (Curacao).

Eurex starts test run

BY OUR EUROMARKETS STAFF

EUREX, the Luxembourg-based computerised trading system for international bonds, started its internal tests yesterday. The trading network is scheduled to become fully operational on June 5.

In the second half of April three Luxembourg market-makers — Kredietbank, Banque Générale, and Banque Internationale — will start feeding prices into the system. This dummy run will be expanded to include other market making centres on May 14.

There will then be 12 market makers feeding prices into the system on a trial basis of which seven will be in London. According to Eurex, the London market makers will be White Weld Securities, Westdeutsche Landesbank, Bankers Trust International, Ross and Partners, Akroyd and Smithers, Bank Julius Baer International, and IBJ International.

So far, according to Eurex, some 60 banks and investment banks of various nationalities have indicated that they will be using Eurex either as a market maker or as a "user" of its prices. The management is confident that the June 5 deadline for the start of live trading can be met.

Losses at French electrical engineer

By Robert Mauthner in Paris

THE LARGE French electrical engineering company Compagnie Electro-Mecanique made a loss of FFr 41.1m ($9.8m) in 1978, after provisions for depreciation of FFr 54.9m.

The loss was incurred in spite of a rise in sales to FFr 1.7bn from FFr 1.46bn in 1977. But comparisons with last year's figures are largely irrelevant because of the costs assumed by the company following its disposal of its electrical energy production branch to the Alsthom-Atlantique group.

The consolidated results, though better than those of the parent company, thanks to the profits made by several subsidiaries, still showed a loss of FFr 37.5m. Consolidated turnover, at FFr 2.35bn, was only marginally up on 1977.

Apart frfom the financial upheaval caused by the restructuring of the company the main reason for this poor performance was the slack market for its smaller electrical motors and fierce competition from Eastern European countries who, SEM claims, have been selling their products at "dumping" prices. As a result of its disappointing performance, CEM will not be declaring a dividend this year.

● Roussel Uclaf, parent company of the large Hoechst-controlled French pharmaceuticals group, reports a net profit for 1978 of FFr 63.6m ($15.2m), marginally down on last year's FFr 64.3m. Cash flow, at FFr 159.7m, was slightly up on 1977.

As previously announced, group consolidated sales increased by some 12 per cent to FFr 3.95bn last year. Though the accounts have not yet been finalised, consolidated profits are expected to be of the order of FFr 103m. Consolidated cash flow, including depreciation and provisions for future price rises, amounted to FFr 245m. An unchanged dividend of FFr 9.50 is proposed.

Banque Worms setback

Banque Worms, a private bank, experienced a sharp fall in net earnings for 1978 to FFr 36m ($8.37m), down from FFr 71.1m in 1977, AP-DJ reports from Paris.

TANDBERG OF NORWAY

The government takes a hard line

BY FAY GJESTER IN OSLO

The company being reshaped from the ruins of the Tandberg electronics group has suddenly been told that it must find $3m in new capital from non-government sources. It has until the end of this month to find the cash

NORWAY'S Minister of Industry has put a pistol to the head of the team of executives now trying to create a new, viable company out of the ruins of the recently bankrupt Tandberg

At the end of last week—less than two months after the Storting (Parliament) voted to provide NKr120m ($24m) of new capital to finance Tandberg's restructuring—Mr. Olav Haukvik, the Minister, told the new company's management that it must find private enterprise partners willing to take a majority shareholding. The amount agreed as initial capital is NKr30m ($6m).

This means that the fledgling Tandberg Industrier—the new company's name—must find outside investors willing to put up just over $3m. It has until the second half of this month to find the cash.

Thee Minister's sudden decision has staggered Tandberg Industrier's leaders. They had made some contacts already with prospective investors, mainly abroad. This was because the Government had made it clear that it did not want the reorganised Tandberg to be state owned indefinitely.

Initially, however, they had concentrated on the most urgent task—organising the continued production and distribution of Tandberg's most profitable product lines.

Siemens of West Germany has taken over the data division, now called Tandberg Data. Tandberg Industrier, working in one of the old Tandberg's Oslo plants, is continuing to make educational aids and the most advanced tape-recorders and high-fidelity audio products.

Re-establishing supplier and customer confidence in the wake of the old Tandberg's bankruptcy, has been no easy task. The job is being done, however. A satisfactory volume of new orders has been coming in.

Negotiations are in hand, with the receivers of the old Tandberg, for the purchase of the plant and equipment needed (to date it has been rented—on a lease that runs to July 1). Only a fortnight ago, Per Grude, Board chairman, said the company expected to achieve its 1979 sales target of NKr 110m, including NKr 65m worth of educational aids.

Now the company's management has got to negotiate with prospective investors in a hurry. Vice-president Mr. Jan Heftye Blehr says the Board believes it will be able to meet the Minister's deadline if it must, because "our new company is attractive to investors." It regards the time allocated as "unrealistically short," however, and would like to have at least until July 1 to shop around for new partners.

Mr. Blehr said talks had already started with foreign merchant bankers in London (Lazards) and New York (Schroeders), both of which had shown considerable interest. Contact had also been made with prospective investors in France and Germany. "They want time to study our budget and forecasts, of course," he said.

He hoped that once the Government realised that foreign investors were seriously interested, the deadline for a final decision might be postponed.

The old Tandberg, purchased by the Labour Government over a year ago in an attempt to save it from bankruptcy, cost the taxpayer several hundred million kroner. Since then, more public money has been voted in an attempt to save the bits of the company that are worth rescuing. Now, just as the rescue operation appears to be succeeding, the Government seems willing to consider ditching the whole enterprise, if outside capital of around $3m cannot be found within the short space of three weeks.

Politics are behind much of the latest developments. There has been much Opposition criticism of the way the Government has handled the Tandberg saga to date. A Parliamentary debate on the issue is expected next month, and the Industry Minister will come under heavy fire then for excessive optimism about the old Tandberg's prospects, before it finally went bankrupt.

Almost certainly, it is the daunting prospect of this debate which explains the Minister's ultimatum now. He does not want to be accused of throwing good money after bad.

The new, smaller Tandberg is, however, a completely different company from the top-heavy one that went to the wall last year. It is hard to see what the Government could lose by letting Tandberg Industrier's board have the extra few weeks it is asking for, to find new partners.

New Mercedes investment detailed by Daimler-Benz

BY OUR FRANKFURT CORRESPONDENT

DAIMLER-BENZ plans to invest around DM1bn ($535m) over the next few years on equipping its plant in Bremen for production of the planned "small Mercedes" car.

This will form part of the overall investment programme of DM10bn for 1979-83 approved by the supervisory board late last month and will make Bremen in the north of Germany the group's second largest car plant after Stuttgart.

It would be a typical Mercedes, however, and not really comparable to the small cars produced by such manufacturers as Volkswagen.

Employment at the Bremen plant will be raised by 1,500 people to 8,000 under the new investment plans and output of the company's transporter vans, of which 50,000 are due to be made this year, will be gradually shifted to other factories, mainly Duesseldorf.

Daimler is also building up production of its new estate car models—the "T" range—in Bremen. This year's target is 30,000 units after an initial production of 10,000 during 1978.

The company which is due to announce its full 1978 results early in May, has already said that car production this year should move up significantly

Dutch Cabinet considers further aid for RSV

BY CHARLES BATCHELOR IN AMSTERDAM

THE DUTCH Cabinet met yesterday for more talks on the future of the new shipbuilding activities of Rijn-Schelde-Verolme (RSV). Addition aid has become an urgent prority.

The Cabinet is considering a number of possibilities, including the partial closure of the yard and continuing operations as a separate company with Government support, the Economics Ministry said.

Maintaining the yard, with its 2,800 employees, would cost Fl 550-700m ($275-350m) of Government aid over the next four years, according to figures released by the unions. This is on top of aid totalling Fl 400m given in 1978.

At a time when the Government is trying to curb public spending, and when a number of other sectors of industry are in trouble, there is believed to be resistance in the Cabinet, notably from the Finance Minister, Mr. Frans Andreissen, to pouring more money into shipbuilding.

The unions have agreed in principle to improve productivity at hte yard, but they are opposed to suggestions that wages should be reduced.

In return for their co-operation, the unions have asked for changes in the management of RSV. According to the unions, the Government is seeking a stronger voice in the management of the company, after acquiring a 40 per cent stake in its capital last year.

RSV has delayed the publication of its 1978 annual report until details of the latest rescue operation are made known. In 1977 it managed to reduce its pre-tax loss to Fl 46.5m ($23.2m) from Fl 73.1m the year before.

Email hits at stock exchanges

By James Forth in Sydney

EMAIL—the Australian white goods manufacturer—yesterday blamed lack of action by the stock exchanges for "unrealistic prices" paid in the market battle for control of the Adelaide-based appliance maker, Kelvinator Australia.

At the same time, Email failed to respond to a request from the Sydney Stock Exchange that it extend a takevore offer to all Kelvinator shareholders, and skirted around another exchange request for details of Email dealings in Kelvinator. The Email directors also highlighted differences of attitude between the Adelaide and Sydney stock exchanges by claiming that they had satisfied the Adelaide exchange of their intentions and would continue to keep that exchange fully informed.

Adelaide is the home exchange for Kelvinator and also for Simpson Pope Holdings, which fought a market battle with Email, without disclosing its identity, only to sell 18.5 per cent of its 32 per cent holding, which was sufficient to give Email 50 per cent of the capital, and thus outright control of Kelvinator.

During the market tussle the price of Kelvinator shares soared from around the A$1.60 value of the initial Email bid to a peak of A$2.82. The price has now fallen back, to close last night at A$1.75.

At one stage during the battle, Email announced plans for a partial offer of A$2.30 cash a share for up to a maximum of 50 per cent of Kelvinator's capital, but it has also withdrawn this proposal.

On Friday, the Sydney exchange, which is the home exchange for Email, told Email that the exchange committee believed Email should extend an offer to remaining Kelvinator holders at a "fair and equitable price." It also requested details of Email's purchase from Simpson Pope in time for the start of trading yesterday. Email, however, declined to provide this information and said that the acquisition was a matter for the companies concerned (Email and Simpson Pope) and would have no relevance to the market being fully informed in relation to Kelvinator.

Email did disclose, however, that it had paid a total of A$17.8m up to March 29 for 7.97m Kelvinator shares, which includes brokerage and stamp duty on some of the transactions. This works out at an average of around A$2.23 a share, which is well below the highest price paid by Email during the market struggle.

Under existing exchange requirements, Email must match the highest price paid if it extends a bid within three months. But if it waits longer than that period it can make an offer at whatever price it chooses.

In a reply to the Sydney exchange, Email directors said that the partial offer was made on the basis that the then prevailing market price for Kelvinator shares did not reflect their true value.

It had been made clear that Email would not seek more than 50 per cent of the capital, and that it was unrealistic to expect that an offer would be extended for all shares at those prices.

Sappi to improve in current year

BY JIM JONES IN JOHANNESBURG

SAPPI — the South African newsprint, packaging paper and fine paper manufacturer — is looking for a major improvement in its results for 1979, according to Mr. Eugene van As, the managing director.

The turnover of the company increased the relatively small amount of 4.1 per cent in 1978 to R205m ($243m), from R197m in 1977, it was announced yesterday. Apart from depressed conditions in the market, the company faced commissioning problems at the Enstra mill, which produces newsprint and fine paper, and there was a severe setback in profitability. At the pre-tax level, profits fell 13.0 per cent to R19.7m ($23.3m), from R22.7m in 1977, despite significant increases in profitability of the kraft paper and forestry operations.

However, the picture changed considerably in the first three months of 1979. According to Mr. van As the company's mills were operating at nearly full capacity, auguring well for the current year, while Enstra's technical problems should have been resolved by mid-year.

Improved consumption, especially in the wake of last Wednesday's stimulatory South African Budget is expected to boost demand for packaging, while increases in newspaper advertising are expected to increase sales of newsprint.

However, some problems are foreseen by Mr. van As. The company is highly sensitive to fuel and transport cost increases which are already leading to pressure on operating margins.

Even so, the 1978 dividend increase to 22 cents from 20 cents in 1977, on per share earnings of 50.5 cents (44.6 cents) reflects the management confidence that a significant earnings improvement is in prospect this year.

Abercom rights issue

BY OUR JOHANNESBURG CORRESPONDENT

ABERCOM, the diversified South African engineering group is to raise R10.2m ($12.07m) through a rights issue of 5.09m shares at a price of 200 cents a share. Terms of the offer are 35 new shares (par avlue 30 cents) for every 100 shares held.

With th righs issue announcement, Abercom reports that following an interim divident of 10 cents from earnings per share of 24 cents for the six months to December 31, 1978, it expects to pay a final dividend of 10 cents in respect of the year ending June 30, 1979. This compares with total dividends of 17 cents paid from earnings per share of 26 cents for 1977-1978.

Abercom is fast recovering from the setback of 1978 and is aiming at considerable growth this year and next. While capital expenditure is planned at a relatively low R1.1m this year, it is expected to rise sharply to R6.6m in fiscal 1979-1980.

There were retained earnings of R2m in the first half of the current year—additional equity funds are necessary to fund planned capital expenditure and working capital increases as the group pushes for increased turnover

Fashion chain ahead

BY OUR JOHANNESBURG CORRESPONDENT

FOSCHINI, the South African fashion store chain with 425 outlets nation-wide, has reported a 13.5 per cent turnover increase to just short of R100m ($118.34m) for the year to December 31, 1978 (1977: R87.9m). Pre-tax profit registered a 22.9 per cent improvement to R11.1m ($13.1m), from R9.0m in 1977, while at the taxed attributable level, profit was 25 per cent ahead at R6.4m

Mr. Stanley Lewis the chairman is confident that the company's growth can be maintained until the turn of the century. In 1978, relatively few new outlets were opened as the group concentrated on increasing the trading areas of its existing shops of relocating to better and enlarged premises.

With the stimulatory measures of last Wednesday's Budget, the way is now clear for the extentive development programme planned by the group.

Planning is based on a growing affluent middle class among all South African population groups which will have a substantial impact on Foschini's performance.

Liberty Life confident

BY OUR JOHANNESBURG CORRESPONDENT

LIBERTY LIFE, South Africa's third largest life insurer, is confident that its 10-year growth record will be maintained.

In the year to December 31, 1978, Liberty recorded a 20.6 per cent improvemnet in premium income, to R113.8m ($138m), against R94.4m in 1977, and a 19.7 per cent net investment income rise to R47.7m (against R39.8m). Total assets under the group's control rose 18.6 per cent to R737.1m (R621.7m). The basis for the optimism of Mr. Donald Gordon, the chairman on Liberty's continued growth prospects is that in 1978 statutory prescribed investment requirements were cut from 35 per cent to 33 per cent for ordinary insurance business, and from 55 per cent to 33 per cent for pension business.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices published on the second Monday of each month.

Closing prices on April 2

U.S. DOLLAR STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Bayer Int. F. XW 7¾ 89	200	84½	84¾	0	+0¼	9.77
CECA 9¼ 84-89	50	95¾	96¼	0	0	9.80
Canada 9 83	400	97⅝	98⅛	0	−0¼	9.74
Canada 9⅝ 89	250	96⅝	97⅛	−0⅛	+0⅛	9.82
Dow Chem. O/S 9¼ 94	200	97⅝	97⅞	−0⅛	0	9.93
EIB 9⅛ 86	125	94⅝	94⅞	0	0	10.02
EIB 9⅝ 88	150	99⅝	100⅛	0	+0⅛	9.88
EIB 9⅞ 98	100	100	100½	−0⅛	0	10.08
Export Dv. Cpn. 9.85 84	150	100⅝	101	0	0	9.68
Export Dv. Cpn. 9⅛ 84	100	97⅝	98⅛	0	0	9.81
Eksportfinans 9 86	50	96⅛	96⅝	0	+0⅛	9.69
Finland 9 88	100	95⅝	96⅛	−0⅛	0	9.97
Finland 8⅞ 86	100	97⅛	98	0	+0⅛	8.96
GTE Fin. 9⅜ 84	50	98⅝	98⅞	+0⅛	+0⅛	9.82
Gould Int. Fin. 9⅞ 85	50	99⅝	100⅛	+0⅛	+0¼	9.77
Hospital O/S 9 83	25	97¼	97¾	−0⅛	−0⅛	9.69
Hudson Bay Co. 10 94	50	100⅝	101⅛	0	+0⅛	9.93
Itel Finance 9⅛ 90	30	84⅝	85⅝	0	0	10.52
J. C. Penney 8⅝ 83	100	96¼	96¾	0	−0¼	9.54
Manitoba 9⅜ 89	75	97⅛	97⅝	0	+0¼	9.92
New Brunswick 9⅜ 94	75	97⅝	98⅛	+0⅛	+0¼	9.69
Newfoundland 10 94	50	98⅝	99⅛	+0⅛	0	10.15
Norsk Hydro 9⅜ 94	50	96⅝	96⅞	0	0	9.83
Norway 9¼ 84	150	100⅛	100⅞	−0⅛	−0⅛	9.81
Portland 10 84	50	97⅛	97⅝	0	0	10.67
Quebec Hydro 9⅝ 93	50	96⅝	97⅛	0	+0¼	9.91
Redland Fin. XW 9⅛ 91	25	92½	93	0	0	10.59
Sears Roebuck 9 82	150	98⅝	98⅞	−0⅛	−0⅛	9.60
Stockholm 9⅞ 84	50	99⅝	100⅛	0	+0⅛	10.00
UK 8⅞ 93	150	95⅝	96⅛	−0⅛	+0⅛	9.68

DEUTSCHE MARK STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
American Ex. Int. 6½ 87	70	93¼	94¼	−1¼	−2	6.49
Argentina 6½ 88	150	93⅜	93⅞	−0⅛	0	7.45
Australia 6 88	250	98⅝	99⅛	+0⅛	−0⅛	6.15
Austria 5½ 90	150	91⅛	92⅛	−0⅛	−0⅞	6.76
Banco Desarrollo 7½ 86	100	97⅝	98⅛	0	−0⅛	7.63
Bankamerica 5½ 90	150	94⅞	95⅜	−0⅛	−2½	6.34
Bq. Ext. Algerie 7½ 85	100	96⅝	97⅛	0	−0½	7.84
Brazil 7¼ 87	150	99⅝	99⅞	−0⅛	−0½	7.31
CECA 6 88	150	95⅝	96⅛	+0⅛	−0⅛	6.57
Ch. Manhtn. O/S 6 93	100	97⅛	98⅛	−0⅛	−0⅛	6.21
Commerzbank XW 3½	100	†81¼	82¼	0	0	6.14
Copenhagen City 6 90	75	92⅝	93⅛	+0⅛	+0⅛	6.91
Council of Europe 6⅛	130	95⅝	96⅛	0	−0⅛	6.75
Denmark 5⅞ 85	100	96⅝	97¼	+0⅛	−0⅛	6.38
Denmark 6½ 89	100	96½	97	0	−0⅛	6.98
EIB 6 90	300	92¼	92¾	−0⅛	−0¼	6.96
EIB 6½ 91	200	96⅜	96⅞	−0⅛	−0⅛	6.92
Eletrobras-Brazil 7 87	100	96½	97	+0⅛	−0⅛	7.55
Eurofima 6½ 89	100	100⅞	101⅜	0	−0⅛	6.34
Finland 6 83	150	98⅞	99⅜	0	−0⅛	6.18
Hitachi Ship. 5⅞ 83	50	97⅞	98⅜	0	−0⅛	6.19
Indonesia 7 84	100	97⅝	98⅛	−0⅛	−0½	7.47
Kobe, City of 5¾ 88	100	97⅞	98⅜	0	−0½	6.05
Megal Fin. 7 89	150	98½	99	−0⅛	−0⅛	7.16
Mitsubishi Petro. 5⅞ 85	100	98	98½	+0⅛	−0⅛	6.08
New Zealand 6¼ 87	200	99⅛	99⅝	0	−0½	6.33
Nippon Kokan 7½ 84	100	99⅜	99⅞	0	−0½	7.62
Nippon Steel 5⅞ 85	100	97⅞	98⅜	+0⅛	+0⅛	6.13
Nippon Tel. & T. 5½ 87	100	94¼	94¾	−0⅛	−1⅛	6.41
Nordic Inv. Bk. 6¼ 86	60	97⅞	98½	0	−0⅛	6.60
Norges Komm. 6 90	100	94⅝	95⅛	+0⅛	−0½	6.65
Norges Komm. 6⅛ 89	150	97¼	97¾	0	−0⅛	6.60
Norway 6¼ 84	200	100⅛	100⅝	—	—	6.13
Occidental 6⅞ 90	150	96	96½	−0⅛	−0⅛	7.23
OKB 6½ 88	100	†98⅞	99⅜	−0⅛	−0⅛	6.64
OKB 6 87	40	†97½	98	−0⅛	0	6.37
Petroleo Brazil 7 88	100	†97¼	97¾	−0⅛	−0⅛	7.37
Ricoh 5¼ 83	30	97⅜	97⅞	+0⅛	0	5.87
Statoil 6 88	150	95⅜	96⅛	+0⅛	−0⅛	6.58
Statoil 6½ 89	150	97¼	98¼	0	−0⅛	6.78
UDS Group 5½ 83	65	†96½	97	0	−0½	6.61
Union Bank-Finn 6½ 88	50	†94	94½	0	−0⅞	7.34
Venezuela 6½ 90	150	91½	92	−0⅛	−0⅛	7.59
World Bank 6⅛ 88	400	†96½	97	0	−0⅛	6.71

SWISS FRANC STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Acesa 5⅛ 88	40	103¾	104	+0¼	+0¼	4.72
Amer. Exp. Int. 3½ 93	40	95½	95¾	−0⅛	−1⅛	3.80
Asian Dev. Bank 3½ 94	100	89¾	90	−0⅛	−1⅛	4.44
Austria 3½ 93	100	94¾	95	0	−0⅛	3.97
Australia 3⅝ 89	250	95½	95¾	—	—	4.17
Brazil 4⅞	100	99⅝	99⅞	−0⅛	−0⅛	4.31
Canada 3⅝ 89	300	95¾	96	−0½	−1⅛	4.14
Chase Manhattan 4 93	70	100⅛	100½	−0⅞	−0⅞	3.96
Council of Europe 4⅛	100	100	100¼	−0⅛	−1½	4.23
Bankamerica 3¾ 93	80	98¾	99	+0½	−0⅛	3.85
BNDE 5 88	75	101	101½	−0⅛	−0⅛	4.84
Denmark 4½ 90	100	95	95¼	−1	−2	5.97
EIB 4⅛ 93	100	98½	98¾	−0⅛	−0⅛	4.38
Euratom 4⅛ 93	80	97¾	98	−0⅞	−1	4.45
F. L. Smidth 4½ 89	25	100	100¼	−0⅛	−1⅛	4.48
Finland 4½ 93	80	100	100¼	−0⅛	−0⅞	4.49
GZB 4¼ 93	100	101	101¼	0	−0⅛	4.39
Heron 4½ 89	35	97	97¼	−0⅛	−1	4.62
ICI Fin. NV 3¾ 94	230	92¾	93	−0⅛	−1½	4.75
Malaysia 4⅞ 90	80	98¾	99	0	+0⅛	4.98
New Zealand 3¾ 94	120	93¾	94	−0⅞	−1⅛	4.06
Norges Komm. 4⅛ 90	100	100	100¼	−1½	−1⅛	4.23
OKB 3¾ 91	100	94	94¼	−0⅛	−1⅛	4.39
Oy Nokia 5 90	20	102	103	−0⅛	+0⅛	4.71
Philippines 4⅞ 89	50	97	97¼	−0⅛	−1⅛	5.13
Sandvik 4 90	85	97⅛	97½	−0⅛	−0½	4.29
Spain 4 91	100	96	96¼	−0½	−1⅛	4.42
Voest-Alpine 4½ 93	100	100⅛	100½	−0⅛	−0⅛	4.46
Vienna 4 93	100	98¼	98½	−0½	−1⅛	4.15
World Bank 4⅛ 93	250	99¾	100	−0⅛	+0⅛	4.26

YEN STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Asian Dev. Bank 5⅞ 88	15	87	88	−0¼	−0⅛	7.65
Australia 5.6 83	30	94½	95½	−0½	−0⅛	6.95
Australia 6⅞ 88	20	93	94	0	0	7.59
Finland 5.6 83	10	94⅞	95⅞	−0⅛	−0½	7.07
Finland 6.8 88	10	93½	94½	+0⅛	+0⅞	7.83

OTHER STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Nordic I. Bk. 9 84 SDR	20	98¾	99½	−0⅛	0	9.22
Auto Cote B. 7 93 EUA	16	91¼	93	+0¼	+0⅛	7.90
Komm. Inst. 7½ 93 EUA	15	97½	98½	−0⅛	0	7.71
Panama 8⅜ 93 EUA	20	94	96½	−0⅛	−0⅛	8.90
SDR France 7 93 EUA	22	94½	96	+0⅛	+0⅛	7.63
Algemene Bk. 6¼ 83 Fl	75	95½	96½	−0⅛	+0⅛	7.44
CFE Mexico 7¼ 83 Fl	75	96½	97⅛	0	−0⅛	8.16
EIB 7⅛ 85 Fl	75	94¼	95¼	−0⅛	−0⅛	8.26
Ned. Middbk. 8⅛ 84 Fl	75	99⅞	100½	—	—	8.22
New Zealand 6¾ 84 Fl	75	94½	95½	−0⅛	−0⅛	8.00
Norway 8¼ 84 Fl	100	100½	101½	+0⅛	−0⅛	7.98
Elf Aquitaine 9⅛ 88 FFr	150	98¼	99¼	0	−0⅛	9.90
EIB 9⅝ 88 FFr	200	98⅞	99⅝	−0⅛	−0⅛	9.88
Norway 9¼ 84 FFr	200	99¼	100¼	0	0	9.30
PSA Peugeot 9⅞ 87 FFr	175	99¼	99⅞	0	+0⅛	9.81
Total Oil 9⅛ 87 FFr	150	97¾	98½	0	+0⅛	9.72
Unilever 10 85 FFr	100	101	101⅝	+0⅛	0	9.69
CECA 9⅛ 89 £	20	90½	91¼	+0⅛	+2½	11.19
Citicorp 10 93 £	20	91¼	92	+0⅛	+2½	11.21
EIB 9⅞ 88 £	25	95¼	96	+1½	+4¼	10.52
Finance for Ind. 13 91 £	15	104⅞	105⅝	+0⅛	+2½	12.18
Gen. Elec. Co. 12¼ 89 £	50	101⅞	102⅝	—	—	12.12
BAT 8 88 LuxFr	250	97¼	98¼	0	0	8.35
Bayer Lux. 8 86 LuxFr	250	97½	98½	0	+0⅛	8.36
EIB 7¾ 88 LuxFr	250	96½	97½	+0⅛	+0⅛	8.17
Euratom 8 87 LuxFr	500	100⅛	101⅛	+0⅛	+1	7.89
Finland I. F. 8 88 LuxFr	250	97⅛	98⅛	0	0	8.33
Norway 7⅞ 83 Lux Fr	250	97½	98½	+0⅛	+0⅛	8.20
Norges Km. 8 86 LuxFr	500	98½	99½	0	−0⅛	8.19
Renault 7⅞ 88 LuxFr	500	97⅛	98⅛	+0⅛	+0⅛	8.07
Solvay Fin. 8 85 LuxFr	500	100⅛	101⅛	+0⅛	+0⅛	7.84
Swedish Bk. 8 88 LuxFr	500	100⅛	101⅛	+0⅛	+0⅛	7.89

FLOATING RATE NOTES	Spread	Bid	Offer	C.dte	C.cpn	C.yld
Arab Intl. Bank M6.5 83	0⅛	96½	97	31/7	11.44	11.82
BFG Fin. Co. M5.5 88	0¼	98½	99¼	12/7	12.4	12.53
Bco. El Salvador M8 83	1⅛	97½	98	12/4	11.31	11.57
Bco. Nac. Argnt. M8 83	0¼	100⅛	100⅝	21/7	12⅛	12.20
Bco. Nac. Argnt. 7 86	0¼	98	98½	22/9	11½	11.70
Banco Urquijo 6 86	0¼	97⅞	98¼	21/7	11½	11.73
Bank of Tokyo M5⅞ 93	0¼	97⅞	98¼	18/4	10⅞	10.71
Banque Worms M5⅞ 86	0¼	98¼	98⅞	15/6	12	12.17
Bq. E. d'Alg. M8.375 84	0¼	96⅛	97¼	9/8	11⅞	12.27
Bq. Ext. d'Alg. M7.5 85	0¼	95½	95⅞	2/8	12¾	13.35
Bq. Indo et Suez M5⅞	0¼	99¼	99¾	25/7	12	12.06
Bq. L. Af. Occ. M6.5 83	0¼	98	98½	12/7	12.4	12.62
BNP 5½ 91	0¼	97⅝	98¼	22/2	11⅛	11.62
CCCE M5.25 98	0¼	97⅛	97⅞	3/8	11⅛	11.65
Ch. Man. O/S M5⅞ 98	0¼	97⅝	98¼	27/7	11.73	11.96
Citicorp O/S Fin. 6 94	0¼	99½	99⅞	8/6	11.06	11.10
Credit National M5⅞ 88	0¼	98½	99	11/7	12.31	12.47
Gotabanken M6 88	0¼	98¼	98¾	15/5	12.31	12.50
Ind. Bk. Japan M5½ 85	0¼	99⅞	100⅜	1/8	12.35	12.33
Ljubljanska M7.75 85	1	97½	98⅛	18/7	12.94	13.22
LTCB Japan M5⅞ 85	0¼	99½	99¾	9/5	12.05	12.12
Midland Intl. M5¼ 93	0¼	98⅞	99⅜	20/7	12⅛	12.36
Ninn. Crdt. Bk. M5.5 85	0¼	99⅝	100⅛	22/6	12.81	12.81
OKB M5⅞ 88	0¼	99⅝	100⅛	18/4	10.56	10.56
Offshore Mining 88	0¼	98⅞	99⅜	19/7	12.19	12.30
Petro Mexicano 7¼ 84	0¼	98⅞	99⅜	24/7	12.08	12.17
Privredna Banka M8 88	0⅞	95⅞	96⅜	22/6	13.44	13.96
Standard Chrt. M5.5 90	0¼	97¼	97¾	10/8	11.56	11.35
Sundsvallsbnkn. M6 85	0¼	97½	97⅞	4/4	10.06	10.31
Utd. O'seas Bk. M6 89	0¼	*96⅛	96⅝	29/3	—	—

CONVERTIBLE BONDS	Cnv. date	Cnv. price	Bid	Offer	Chg. day	Prem
Asics 5¾ 93	9/78	628	90⅞	91⅝	−0½	6.93
Baker Int. Fin. 6½ 93	1/79	34	†117½	118	−2	3.32
Boots 6¾ 93	2/79	2.16	108	109	+1½	−5.19
Ciba-Geigy O/S F 4 94	9/75	675	93¾	94½	−0½	−15.02
Coca-Cola Bottling 6¾	4/79	9	89½	90½	+0⅛	17.90
Honda Motor 5½ 89	5/79	532	91½	91⅞	−0⅛	8.94
Ito-Yokado 5¾ 93	6/78	1339	113¼	113⅞	−1⅛	−0.24
Novo Industri 7 89	4/79	259	87½	88¼	−1⅛	8.96
Texas Int. Air. 7½ 93	4/79	14.5	91¼	92¼	+0⅛	11.98
Thorn Int. Fin. 7 88	11/78	3.67	123¼	123¾	+7	−1.36
Tyco Int. Fin. 8½ 88	9/78	21	100⅝	101½	−0⅛	14.79
Asahi Optical 3½ DM	12/78	566	93⅞	94⅞	−1⅛	−2.03
Casio Cp. 3½ 85 DM	11/78	841	92½	93½	−0⅛	11.46
Izumiya 3¼ 86 DM	10/78	989	91½	92½	0	9.65
Jusco 3¼ 86 DM	1/79	1154	†87⅜	88⅜	−0⅛	22.26
Kansai Elec. 4 84 DM	4/79	1350	†90	91	−1⅛	21.48
Konishiroku 3½ 85 DM	1/79	612	92	93	−0⅛	14.09
Marudai Food 3½ DM	2/79	1033	90	91	0	30.18
Murata M. 3½ 86 DM	11/78	854	96½	97½	−2⅛	−1.04
Nipp. Air. 3.5 88 DM	12/78	508	87	88	−0⅛	7.54
Nippon Ysn. 3½ 85 DM	1/79	251	93	94	−0½	9.98
Nissan Diesl. 3½ 86 DM	2/79	477	91¾	92¾	+0⅛	8.50
Olymp. Opt. 3½ 85 DM	2/79	703	98⅞	99⅞	−2⅛	−3.16
Ricoh 3½ 86 DM	10/78	617	95⅜	96⅜	−0½	18.14
Sharp Co. 3½ 88 DM	2/79	487	95⅜	96⅜	−1⅛	7.97
Stanley Elec. 3½ DM	11/78	623	90½	91½	−1⅛	23.08
Tokyo Elec. 3½ 87 DM	4/79	476	92½	93½	−0⅛	3.68
Tokyu L. Cpn. 4 86 DM	4/79	483	89⅞	90⅞	−0⅛	6.32
Trio-Knwd. 3½ 86 DM	11/78	711	87	88	+0⅛	29.89

* No information available—previous day's price.

† Only one market maker supplied a price.

Straight Bonds: The yield is the yield to redemption of the mid-price; the amount issued is in millions of currency units except for Yen bonds where it is in billions. Change on week=Change over price a week earlier.

Floating Rate Notes: Denominated in dollars unless otherwise indicated. M=Minimum coupon. C.dte=Date next coupon becomes effective. Spread=Margin above six-month offered rate for U.S. dollars. C.cpn=The current coupon. C.yld=The current yield.

Convertible bonds: Denominated in dollars unless otherwise indicated. Chg. day=Change on day. Cnv. date=First date for conversion into shares. Cnv. price=Nominal amount of bond per share expressed in currency of share at conversion rate fixed at issue. Prem=Percentage premium of the current effective price of acquiring shares via the bond over the most recent price of the shares.

West German government bond to raise DM1bn

BY OUR FINANCIAL STAFF

THE WEST GERMAN government is to step back into the long term bond market after an absence of more than three months. It is to raise DM 1bn ($535m) through the issue of six and 10-year bonds.

The widely expected announcement from the Bundesbank underlines the trend to higher interest rates in Germany. Last week the central bank's lending rates were lifted by a full point with the discount rate going up to 4 per cent and the Lombard rate to 5 per cent.

Terms of the new state offering are a coupon of 7¼ per cent for a 10-year issue which is to be priced at 99½, and 7 per cent at par for a six-year offering. Last Decembers three tranche government issue included 10-year money on a coupon of 6¼ per cent, while that issued in November saw a coupon of 6½ per cent attached to a 10-year offering.

Last weeks measures by the Bundesbank were part of a financial package aimed at improving the liquidity of the financial markets. Apart from raising central bank rates, the authorities restored the banks' re-discount quotas to their level of last December with an increase of just under a quarter to DM 27bn.

According to German press reports the Bundesbank also plans to issue a new form of savings bond for small, private investors. The bonds will be known as "Bundesobligationen" and are expected to be issued this summer with a fixed maturity of five years, with three and four-year paper being added later.

● In Switzerland, a new bond issue by the City of Zurich looks set to flop badly following several weeks of falling prices in this market. Coupon for Swiss Canton loans are now in the 3½ per cent range for 10 to 12-year money, and as a result dealers expect the Zurich issue—over eight years on a coupon of 3 per cent at par—to be undersubscribed.

ISRAELI NEWS

Industrial division boosts Clal

BY L. DANIEL IN TEL AVIV

CLAL—Israel's largest investment company, which has interests in some 180 enterprises—has reported a 152 per cent increase in its net profit for 1978 to I£442m ($20.8m), from I£175.4m in 1977.

The industrial division (cement production, steel castings, electrical and electronics industries, textiles and so on) accounted for the lion's share of the net profit—for I£226m. Clal's construction division (mainly housing) finished the year with a profit of I£30m, and the commercial division with I£60m. The balance was accounted for by capital gains and financial operations of the parent company.

The group mobilised I£500m in 1978 on the Tel Aviv Stock Exchange through the issue of shares and of debentures. This, together with retained profits and reserves, will permit the investment of I£600m in 1979.

The concern's assets at end-1978 totalled I£8.72bn, for a rise of 60 per cent on the year.

Exports amounted to I£853m in 1978, as against I£383m in 1977.

Clal's own capital, including reserves and surpluses reached I£1.97bn—an increase of 90 per cent on end-1977.

The cash dividend for 1978 is 12 per cent (already paid in two instalments), against 10 per cent in 1977, while the bonus share issue proposed will be 40 per cent, double that of 1977.

The management expects the profit performance to improve further this year. It attributes the jump in profits in 1978 to consolidation of management, some amalgamation and diversification of its investments. However, Clal, like other sectors of Israel industry, is worried by the fact that local production costs have risen faster than the Israel-pound income from exports.

Bank opposition to mortgage scheme

BY OUR TEL AVIV CORRESPONDENT

THE General Mortgage Bank—Israel's oldest mortgage institution — raised its net profit by 64.1 per cent in 1978, to I£111.6m ($5.3m). An unchanged cash dividend of 18 per cent has been declared, including the 8.5 per cent paid in October, and there is again to be a 40 per cent bonus share issue.

The bank increased its share capital last year by I£179.4m, or 70.5 per cent, bringing it to I£434m.

Commenting on the Israeli Government plans for index-linked mortgages, Mr. S. Tulchinsky, the bank's chairman, came out strongly against the proposal, even though it would mean larger profits for the mortgage banks. Mr. Tulchinsky pointed to the experience of the early sixties, when there were those who had taken index-linked mortgages who found that they would never be able to repay them.

Moreover, he argued, should mortgages for 85 per cent of the value of the property ever be made available, as suggested by the Government, the monthly payments would be substantially in excess of the limit of 25 per cent of monthly income which was the proposed maximum.

Those buying large and high-quality apartments, and now paying a commercial interest rate of 48 to 50 per cent could stand up to linkage and an interest rate of 7.5 per cent. The ordinary citizen purchasing a dwelling conforming with the government's housing programme, however, would need long-term mortgages and convenient monthly payments, covering interest and part of the mortgage loan, with the Government guaranteeing 50 per cent of the value of the flat to protect the banks from potential losses. Finance for the lowest income groups would have to come from the Government Budget.

CURRENCIES, MONEY and GOLD

WORLD VALUE OF THE POUND

The table below gives the latest available rates of exchange for the pound against various currencies on April 2, 1979. In some cases rates are nominal. Market rates are the average of buying and selling rates except where they are shown to be otherwise. In some cases market rates *have been calculated from those of* foreign currencies to which they are tied.

Exchange in the UK and most of the countries listed is officially controlled and the rates shown should not be taken as being applicable to any particular transaction without reference to an authorised dealer.

Abbreviations: (A) approximate rate, no direct quotation available; (F) free rate; (P) based on U.S. dollar parities and going sterling/dollar rate; (S) member of the sterling area other than Scheduled Territories; (T) tourist rate; (Bas) basic rate; (bg) buying rate; (Bk) bankers' rate; (cm) commercial rate; (cn) convertible rate; (fn) financial rate; (exC) exchange certificate rate; (k) Scheduled Territory; (nc) non-commercial rate; (nom) nominal; (o) official rate; (sg) selling rate.

PLACE AND LOCAL UNIT		VALUE OF £ STERLING
Afghanistan	Afghani	82.00
Albania	Lek	10.177
Algeria	Dinar	7.9162
Andorra	French Franc	8.935
	Spanish Peseta	140.75
Angola	Kwanza	60.118
Antigua (S)	E. Caribbean $	5.587
Argentina	Ar. Peso Free Rate	2394
Australia (S)	Australian $	1.8540
Austria	Schilling	28.545
Azores	Portug. Escudo	100.05
Bahamas (S)	Ba. Dollar	2.0675
Bangladesh (S)	Taka	30.99 (sg)
Bahrain (S)	Dinar	0.795
Balearic Isles	Spa. Peseta	140.75
Barbados (S)	Babados $††	4.135
Belgium	B. Franc	(cm) 60.30 (fn) 61.65
Belize	B $	4.135
Benin	C.F.A. Franc	446¾
Bermuda (S)	Bda $	2.0675
Bhutan	Indian Rupee	16.728 (sg)
Bolivia	Bolivian Peso	41.35
Botswana (S)	Pula	1.7122
Brazil	Cruzeiro ‡‡	47.74
Brit. Virgin Isles (S)	U.S. $	2.0675
Brunei (S)	Brunei $	4.64
Bulgaria	Lev	1.766
Burma	Kyat	13.908
Burundi	Burundi Franc	183.5
Cameroon Repub'c	C.F.A. Franc	446¾
Canada	Canadian $	2.3915
Canary Islands	Spanish Peseta	140.75
Cape Verde Isle	Cape V. Escudo	75.484
Cayman Islands (S)	Cay. Is. $	1.7229
Cent. African Rep.	C.F.A. Franc	446¾
Chad	C.F.A. Franc	446¾
Chile	C. Peso	(Bk) 73.5
China	Ranminbi Yuan	3.2296
Columbia	C. Peso	(F) 86.38
Comoro Islands	C.F.A. Franc	446½
Congo (Braz'ville)	C.F.A. Franc	446¾
Costa Rica	Colon	17.781
Cuba	Cuban Peso	1.4478
Cyprus (S)	Cyprus £	0.739
Czechoslovakia	Koruna	(com) 10.8 n/c 21.5 (T) 16.61
Denmark	Danish Krone	10.80
Djibouti	Fr.	340.0
Dominica (S)	E. Caribbean £	5.587
Dominican Repub.	Dominican Peso	2.0675
Ecuador	Sucre	(O) 51.49 (F) 51.66
Egypt	Egyptian £	(U) 1.4025
Equatorial Guinea	Pesata	140.75
Ethiopia	Ethiopian Birr	(P) 4.2846
Falkland Islands (S)	Falkland Is. £	1.0
Faro Islands	Danish Krone	10.80
Fiji Islands	Fiji $	1.7295
Finland	Markka	8.24
France	French Franc	8.935
FrenchC'tyin Af*	C.F.A. Franc	446¾
French Guiana	Local Franc	8.935
French Pacific Is.	C.F.P. Franc	162.45
Gabon	C.F.A. Franc	446½
Gambia (S)	Dalasi	4.0304
Germany (East)	Ostmark	3.8975
Germany (West)	Deutsche Mark	3.8975
Ghana (S)	Cedi	5.64 s.g.
Gibraltar (K)	Gibraltar £	1.0
Gilbert Islands	Australian $	1.8540
Greece	Drachma	75.845

PLACE AND LOCAL UNIT		VALUE OF £ STERLING
Greenland	Danish Kroner	10.80
Grenada (S)	E. Caribbean $	5.5587
Guadaloupe	Local Franc	8.935
Guam	U.S. $	2.0675
Guatemala	Quetzal	2.0675
Guinea Republic	Sily	39.640
Guinea Bissau		70.675
Guyana (S)	Guyanese $	5.2721
Haiti	Gourd	10.337
Honduras Repub.	Lempira	4.16
Hong Kong (S)	H.K. $	10.37
Hungary	Forint	(com) 72.56 (T)(nc) 41.52
Iceland (S)	I. Krona	674.5
India (S)	Ind. Rupee	16.782
Indonesia	Rupiah	1292.2
Iran	Rial	144.0
Iraq	Iraq Dinar	0.6106
Irish Republic (k)	Irish £	1.0170
Israel	Israel £	44.41
Italy	Lira	1741
Ivory Coast	C.F.A. Franc	446¾
Jamaica (S)	Jamaica Dollar	3.5768
Japan	Yen	438.0
Jordan (S)	Jordan Dinar	0.608 (sg)
Kampuchea	Riel	2461.0
Kenya (S)	Kenya Shilling	15.515
Korea (Nth)	Won	1.77 (!)
Korea (Sth)	Won	1001.9
Kuwait (Sth)	Kuwait Dina	0.575
Laos	Kip Pot Po	827
Lebanon	Lebanese £	6.498
Lesotho	S. African Rand	1.75
Liberia	Liberian $	2.0675
Libya	Libyan Dinar	0.6121
Liechtenstein	Swiss Franc	3.525
Luxembourg	Lux Franc	61.55
Macao	Pataca	10.730
Madeira	Portug'se Escudo	100.05
Malagasy Republic	MG Franc	446¾
Malawi (S)	Kwacha	1.6805
Malaysia (S)	Ringgit	4.4975
Maldive Islands (S)	Mal Rupee	8.1253
Mali Republic	Mali Franc	893.5
Malta (S)	Maltese £	0.7500
Martin que	Local Franc	8.935
Mauritania	Ouguiya ;	88.654
Mauritius (S)	M. Rupee	12.387
Mexico	Mexican Peso	47.3
Miquelon	C.F.A. Franc	446¾
Monaco	French Franc	8.935
Mongolia	Tugrik	(O) 5.867 (!)
Monserrat	E. Caribbean $	5.587
Morocco	Dirham	7.98 (sg)
Mozambique	Moz. Escudo	65.098
Nauru	Australian Dollar	1.8540
Nepal	Nepalese Rupee	24.81
Netherlands	Guilder	4.1925
NetherlandAntilles	Antillian Guilder	3.7008
New Hebrides	Franc. Aust. Dollar	144.4 1.8540
New Zealand (S)	N. Z. Dollar	1.9830
Nicaragua	Cordoba	14.55
Niger Republic	C. F. A. Franc	446¾
Nigeria (S)	Naira	1.26738 (sg)
Norway	Norway Krone	10.5825
Oman Sul'ate of (S)	Rial Omani	0.715
Pakistan	Pakistan Rupee	20.44
Panama	Balboa	2.0675
Papua N. Guinea (S)	Kina	1.453
Paraguay	Guarani	[illegible]

PLACE AND LOCAL UNIT		VALUE OF £ STERLING
Peoples D. Repub. of Yemen (S)	S. Yemen Dinar	(A) 0.7060
Peru	Sol	exc (A) 427.07
Philippines	Philippine Peso	15.255
Pitcairn Islands (S)	£ Sterling New Zealand $	— 1.9630
Poland	Zloty	(Cm) 62.82 (T) 63.82
Portugal	Portugu'se Escudo	100.05
Port Timor	Timor Escudo	100.05
Principe Islands	Portugu'se Escudo	100.05
Puerto Rico	U.S. $	2.0675
Qatar (S)	Qatar Ryal	7.95
Reunion Ile de la	French Franc	8.935
Rhodesia	Rhodesian $	1.4338
Romania	Leu	(Cm) 9.07 (n/c) T24.35
Rwanda	Rwanda Franc	188.21
St. Christopher (S)	E. Caribbean $	5.587
St. Helena	St. Helena £	1.0
St. Lucia	E. Caribbean $	5.587
St. Pierre	C.F.A Franc	446¾
St. Vincent (S)	E. Caribbean $	5.587
Salvador El	Colon	5.18
Samoa American	U.S. $	2.0675
San Marino	Italian Lire	1,741
Sao Tome	Portugese Escudo	100.05
Saudi Arabia	Ryal	6.96
Senegal	C.F.A. Franc	446¾
Seychelles	S. Rupee	13.33
Sierra Leone (S)	Leone	2.18
Singapore (S)	Singapore $	4.54
Solomon Islands (S)	Solomon Is. $	1.8461
Somali Republic	Somali Shilling	(A) 13.015
South Africa (S)	Rand	1.75
South West African Territories (S)	S. A. Rand	1.75
Spain	Peseta	140.75
Spanish ports in North Africa	Peseta	140.75
Sri Lanka (S)	S. L. Rupee	31.998
Sudan Republic	Sudan £	(A) 0.8270
Surinam	S. Guilder	3.7008
Swaziland (S)	Lilangeni	1.75
Sweden	S. Krona	9.0625
Switzerland	Swiss Franc	3.525
Syria	Syria £	(A) 8.115
Taiwan	New Taiwan	(P) 74.43
Tanzania (S)	Tan. Shilling	17.00
Thailand	Baht	41.7775 (sg)
Togo Republic	C.F.A. Franc	446¾
Tonga Islands (S)	Pa'anga	1.8481
Trinidad (S)	Trinidad & Tob' $	4.962
Tunisia	Tunisian Dinar	0.790 (sg)
Turkey	Turkish Lira	50.10
Turks & Caicos	*U.S. $*	2.0675
Tuvalu	Australian $	1.8540
Uganda (S)	Uganda Shilling	15.00
United States	U.S. Dollar	2.0675
Uruguay	Uruguay Peso	(cm) 15.44 (fn) 15.44
Utd. Arab Emirates	U.A.E. Dirham	7.95
U.S.S.R.	Rouble	1.33
Upper Volta	C.F.A. Franc	446¾
Vatican	Italian Lire	1741
Venezuela	Bolivar	8.8925
Vietnam	Dong	(O) 4.507 (T) 4.070 (!)
Virgin Islands U.S.	U.S. Dollar	2.0675
Western Samoa (S)	Samoan Tala	1.4865
Yemen	Ryal	9.37 (sg)
Yugoslavia	New Y Dinar	38.76
Zaire Republic	Zaire	3.2154
Zambia	Kwacha	1.63

*That part of the French community in Africa formerly French West Africa or French Equatorial Africa. † Rupees per pound. ‡ General rates of oil and iron exports 86.835. Based on cross rates against Russian rouble. **Rate is the Transfer market (controlled). †† Rate is now based on 2 Barbados $ to the dollar. ‡‡ Now one official rate. (U) Unified Rate. Applicable on all transactions except countries having a bilateral agreement with Egypt, and are not members of IMF.

BANCA NAZIONALE DELL'AGRICOLTURA

S.p.A., Rome

1978 RESULTS

Banca Nazionale dell'Agricoltura's net profits as at 31.12.78 were Lit 15,541,915,301 (£9,004,585) after appropriations to Reserves which raised the Bank's own assets by Lit 37,212,856,618 (£21,560,172) to Lit 163,247,496,571 (£94,581,400).

The Board of Directors has decided to recommend to the A.G.M. to be held in Rome on the 30th April next a same again 35% dividend of Lit 175 for each share of Lit 500 payable on 2nd May 1979.

The A.G.M. will also consider a proposal to raise the Bank's share capital by Lit 12,000 million (£6,952,491) to Lit 36,000 million (£20,857,474) through an issue of 24 million new shares (one scrip issue plus one new share at nominal Lit 500 for each four old shares owned) effective 1.1.79.

The A.G.M. will be asked to consider further appropriations to Reserves which should bring Banca Nazionale dell'Agricoltura's own assets over the Lit 169,000 million mark (almost £98,000,000).

The Board of Directors noted that in 1978 total deposits reached Lit 7,500,000 million (£4,345,307,068) + 33.8% on 1977, of which customers' deposits of Lit 5,000,000 million (£2,896,871,379) + 23.2% on 1977.

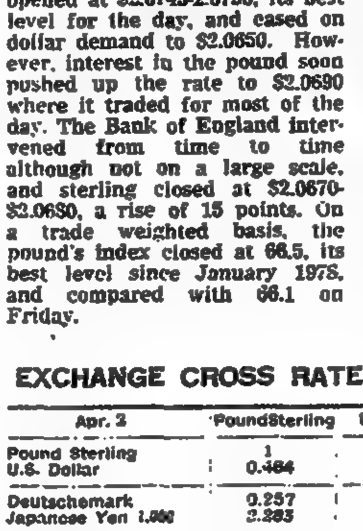
Ordinary customers' loans were in excess of Lit 3,100,000 million (£1,796,060,255) + 17.1% on 1977.

Note: Sterling equivalents at Lit 1,726 Financial Times Milan crossrate as at 29.3.79.

هكذا من الأصل

Dollar & pound very firm

The U.S. dollar made sharp gains against most major currencies in yesterday's foreign exchange market, but finished slightly below its best levels. This was probably a reflection of profit taking later in the day, although a number of central banks were engaged in trying to suppress the dollar's upward movement. Against the D-mark it finished at DM 1.8835, having *touched DM 1.8870 at one point,* and compared with Friday's close of DM 1.8680. Similarly the Swiss franc lost ground to the US unit and closed at SwFr 1.7030 against SwFr 1.6950 previously. *The Japanese yen was* also weaker as continuing uncertainty over the oil situation undermined market confidence. The yen finished at Y211.80 from Y209.70. Using Bank of England figures, the dollar's index rose to 85.2 from 84.9.



Sterling improved against major European currencies although against the dollar the rise was considerably less. It opened at $2.0745-2.0750, its best level for the day, and eased on dollar demand to $2.0650. However, interest in the pound soon pushed up the rate to $2.0690 where it traded for most of the day. The Bank of England intervened from time to time although not on a large scale, and sterling closed at $2.0670-$2.0680, a rise of 15 points. On a trade weighted basis, the pound's index closed at 66.5, its best level since January 1978, and compared with 66.1 on Friday.

Following its break last week with sterling, the Irish punt weakened and closed at $2.0375 against the dollar, some 3 cents lower than sterling. Against the latter it finished at I£ 1.0170 compared with I£ 1.0052½ on Friday. Against the Belgian franc it was quoted at BFr 60.75; French franc Fr 8.828; Dutch guilder Fl 4.1, Italian lira L1719; and Dannish krona 10.6678.

The lira maintained its position as the most improved currency within the EMS yesterday and showed a rise from its ECU central rate of 1.3422 per cent. This gave an appreciation of 2.76 per cent compared with 2.34 per cent on Friday, against the weakest member of the system, the Belgian franc. The latter also lost ground to the Danish krone, which was fixed in Brussels at its upper intervention limit of BFrs 5.695 and it seemed likely that the Belgian Central Bank intervened in the market in support of its currency.

FRANKFURT—There was no *intervention at the fixing by the* Bundesbank yesterday, when the dollar was fixed at DM 1.8810 against DM 1.8676 on Friday. However, there may have been some selling of dollars during the *morning although this appeared* to have little effect on the dollar's sharp rise. The firm undertone was seen mainly as a reaction to the Japanese yen's poor performance with the latter *quoted at Y212 against the U.S.* unit around the time of the fixing.

MILAN—Sterling and the dollar improved sharply against the lira yesterday while the latter *showed a firmer tendency against* the yen and EMS currencies. Sterling rose to L1,743.80 from L1,738.65 and the dollar was quoted at L842.45 against L839.85. The D-markq eased to L447.82 from L449.71 and the Danish krone to L161.0 from L161.78.

TOKYO—The dollar continued to improve against the Japanese Yen yesterday and finished trading at Y211.15, its best level since July last year, and compared with Friday's close of Y209.275. Strenuous attempts made by the Bank of Japan to restrain the dollar's sharp upward movement proved to be largely unsuccessful in the face of heavy demand.

THE POUND SPOT AND FORWARD

April 2	Day's spread	Close	One month	% p.a.	Three months	% p.a.
U.S.	2.0650-2.0750	2.0670-2.0680	0.28-0.18c pm	1.33	0.70-0.60 pm	1.26
Canada	2.3900-2.4030	2.3910-2.3920	0.30-0.20c pm	1.25	0.45-0.35 pm	0.67
Nethlnd.	4.17½-4.21½	4.18¾-4.19¾	2⅛-1⅛c pm	4.65	5¾-4¾ pm	4.65
Belgium	61.25-61.85	61.50-61.60	25-15c pm	3.90	70-60 pm	4.22
Denmark	10.78-10.84	10.79½-10.80½	2½-1½ore pm	2.22	3½-1½ pm	0.93
Ireland	1.0070-1.0180	1.0160-1.0180	0.10-0.20p dis	−1.78	0.45-0.55dis	−1.97
W. Ger.	3.87-3.91½	3.89¼-3.90¼	2⅞-1⅞pf pm	7.31	7-6 pm	6.67
Portugal	99.75-100.30	99.90-100.20	50-110c dis	−9.60	120-250 dis	−7.40
Spain	140.65-141.35	140.70-140.80	35c pm-15c dis	0.85	50 pm-50 dis	par
Italy	1,740-1,745	*1,740½-1,741½*	*1½lire pm-½lire dis*	0.17	*2⅛-⅛ pm*	0.29
Norway	10.57-10.62	10.57¾-10.58¾	3-1ore pm	2.27	8-6 pm	2.65
France	8.91-8.96½	8.93-8.94	3½-2½c pm	4.36	9¼-8¼ pm	3.92
Sweden	9.05-9.08½	9.05¾-9.06¾	2¾-¾ore pm	2.32	7¾-5¾ pm	2.78
Japan	435-443	437½-438½	2.40-1.95y pm	5.96	6.05-5.60 pm	5.32
Austria	28.42-28.67	28.52-28.57	22-12gro pm	7.15	53-43 pm	6.73
Switz.	3.51-3.54½	3.52-3.53	3¾-2¾c pm	11.06	10-9 pm	10.78

Belgium rate is for convertible francs. Financial franc 62.75-62.85. Six-month forward dollar 0.75-0.65c pm; 12-month 1.30-1.20c pm.

THE DOLLAR SPOT AND FORWARD

April 2	Day's spread	Close	*One month*	% p.a.	*Three months*	% p.a.
UK†	2.0650-2.0750	2.0670-2.0680	0.28-0.18c pm	1.33	0.70-0.60 pm	1.26
Ireland†	2.0350-2.0520	2.0350-2.0400	0.10-0.20p dis	−0.88	0.45-0.55dis	−0.98
Canada†	86.31-86.37	86.34-86.37	0.04-0.01c pm	0.35	0.12-0.0 pm	0.37
Nethlnd.	2.0270-2.0290	2.0270-2.0290	0.76-0.66c pm	4.20	1.90-1.80 pm	3.65
Belgium	29.67-29.77	29.75-29.77	9½-8½c pm	3.63	23-21½ pm	2.99
Denmark	5.2125-5.2255	5.2230-5.2255	0.50ore pm-par	0.57	par-0.50 dis	−0.19
W. Ger.	1.8685-1.8870	*1.8830-1.8840*	*0.97-0.87pf pm*	5.86	*2.62-2.52 pm*	5.46
Portugal	48.30-48.47	48.40-48.47	35-50c dis	−10.53	100-165dis	−10.94
Spain	68.11-68.25	68.20-68.25	20-30c dis	−4.40	40-50 dis	−2.64
Italy	841.15-842.45	842.15-842.45	0.60-0.90lire dis	−1.07	1.60-2.10dis	−0.88
Norway	5.1200-5.1220	5.1200-5.1210	0.80-0.30ore pm	1.29	2.15-1.65 pm	1.48
France	4.3075-4.3225	4.3200-4.3225	1.30-1.20c pm	3.47	2.90-2.75 pm	2.61
Sweden	4.3770-4.3810	4.3800-4.3810	0.70-0.50ore pm	1.64	2.10-1.9 pm	1.83
Japan	211.10-212.0	211.75-211.85	0.85-0.75y pm	4.53	2.30-2.10 pm	4.15
Austria	13.752-13.818	*13.813-13.818*	*7.25-6.50gro pm*	*5.97*	*19.50-17.50pm*	5.36
Switz.	1.6970-1.7080	1.7025-1.7035	1.50-1.40c pm	10.22	4.22-4.12 pm	9.79

† UK, Ireland and Canada are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency.

CURRENCY RATES

March 28	Bank rate %	Special Drawing Rights	European Currency Unit
Sterling	13	0.622013	0.653132
U.S. $	9½	1.28582	1.35172
Canadian $	11¼	1.49348	1.56773
Austria Sch.	3¾	17.6282	18.5118
Belgian F.	6	38.0187	39.9434
Danish K.	8	6.68053	7.01814
D mark	3	2.40327	2.52529
Guilder	6½	2.59166	2.72291
French Fr.	9½	5.52947	5.80903
Lira	10½	1080.80	1135.45
Yen	5½	269.631	283.456
Nrwgn. K	7	6.57308	6.90325
Spanish Pes.	8	87.7586	92.3835
Swedish Kr.	6½	5.62533	5.90662
Swiss Fr.	1	—	2.28820

CURRENCY MOVEMENTS

Mar. 30	Bank of England Index	Morgan Guaranty changes‡
Sterling	66.5	−38.0
U.S. dollar	85.2	−8.4
Canadian dollar	81.6	−16.1
Austrian schilling	145.6	+19.0
Belgian franc	114.1	+14.2
Danish kroner	117.6	+6.4
Deutsche Mark	149.4	+41.0
Swiss franc	193.6	+80.6
Guilder	124.9	+20.6
French franc	99.2	−6.4
Lira	54.6	−49.0
Yen	136.5	+35.2

Based on trade weighted changes from Washington agreement December, 1971 (Bank of England Index=100).

OTHER MARKETS

Apr. 2	£	$		£ Note Rates
Argentina Peso	2384-2404	1153-1163	Austria	28-29
Australia Dollar	1.8490-1.8590	0.8945-0.8990	Belgium	62½-63½
Brazil Cruzeiro	47.24-48.24	22.85-23.35	Denmark	10.79-10.89
Finland Markka	8.23-8.25	3.9815-3.9835	France	8.86-8.96
Greek Drachma	74.934-75.752	36.25-37.15	Germany	3.85-3.95
Hong Kong Dollar	10.36-10.38	4.9975-5.0025	Italy	1,715-1,755
Iran Rial	140.00-148.00	72-75	Japan	437-447
Kuwait Dinar (KD)	0.567-0.577	0.2765-0.2787	Netherlands	4.15-4.25
Luxembourg Frc.	61.50-61.60	29.75-29.77	Norway	10.55-10.65
Malaysia Dollar	4.5620-4.5720	2.2050-2.2060	Portugal	95-101
New Zealand Dlr.	1.9580-1.9680	0.9470-0.9520	Spain	139.0-142.0
Saudi Arab. Riyal	6.91-7.01	3.3650-3.3700	Switzerland	3.47-3.57
Singapore Dollar	4.5350-4.5450	2.1880-2.1890	United States	2.06½-2.07½
Sth. African Rand	1.7450-1.7550	0.8440-0.8490	Yugoslavia	39½-43

Rate given for Argentina is free rate.

EXCHANGE CROSS RATES

Apr. 2	PoundSterling	U.S. Dollar	Deutschem'k	Japan'se Yen	FrenchFranc	Swiss Franc	Dutch Guild'r	Italian Lira	Canada Dollar	Belgian Franc
Pound Sterling	1	2.068	3.898	438.0	8.935	3.525	4.193	1741.	2.392	61.55
U.S. Dollar	0.484	1.	1.885	211.9	4.322	1.705	2.028	842.1	1.157	29.77
Deutschemark	0.257	0.530	1.	112.4	2.292	0.904	1.076	446.7	0.614	15.79
Japanese Yen 1,000	2.283	4.720	8.898	1000.	20.40	8.048	9.572	3975.	5.460	140.5
French Franc 10	1.119	2.314	4.362	490.2	10.	3.954	4.692	1949.	2.677	68.89
Swiss Franc	0.284	0.587	1.106	124.3	2.535	1.	1.189	493.9	0.678	17.46
Dutch Guilder	0.239	0.493	0.930	104.5	2.131	0.841	1.	415.3	0.570	14.68
Italian Lira 1,000	0.574	1.188	2.239	251.6	5.132	2.025	2.408	1000.	1.374	35.35
Canadian Dollar	0.418	0.865	1.630	183.1	3.736	1.474	1.753	728.0	1.	25.74
Belgian Franc 100	1.625	3.359	6.332	711.6	14.52	5.727	6.812	2829.	3.885	100.

EURO-CURRENCY INTEREST RATES

The following nominal rates were quoted for London dollar certificates of deposit: one month 10.20-10.30 per cent; three months 10.35-10.45 per cent; six months 10.60-10.70 per cent; one year 10.50-10.60 per cent.

Apr. 2	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	Swiss Franc	West German Mark	French Franc	Italian Lira	Asian $	Japanese Yen
†Short term	12½-12⅝	10⅛-10⅜	9-10	7-7¼	[illegible]	4⅞-5	6⅝-6⅞	7-10	—	[illegible]
7 day's notice	12½-12⅝	10¼-10½	9-10	7-7¼	[illegible]	4⅞-5	6⅞-7⅛	10-11	10¼-10⅜	6⅛-6[illegible]
Month	12¼-12⅜	10⅞-11	10⅞-11¼	6½-6¾	[illegible]	5-5⅛	7¼-7½	10½-11½	10[illegible]-11[illegible]	6[illegible]-6¾
Three months	11[illegible]-11[illegible]	10[illegible]-10[illegible]	10⅞-11¼	7-7¼	[illegible]	5⅛-5¼	7⅞-8⅛	11-12	10½-10⅝	6[illegible]-6[illegible]
Six months	11[illegible]-11[illegible]	10⅝-10⅞	10[illegible]-11[illegible]	7⅛-7⅜	1-1⅛	5[illegible]-5[illegible]	8½-8¾	11½-12½	10[illegible]-10[illegible]	6⅛-6⅜
One year	11⅝-11⅞	10½-10¾	10[illegible]-11[illegible]	7¼-7½	1⅛-1¼	5¼-5⅜	9⅛-9⅜	12-13	10[illegible]-10[illegible]	6[illegible]-6¼

Long-term Eurodollar deposits: two years 10⅝-10⅞ per cent; three years 10½-10¾ per cent; four years 10-10¼ per cent; five years 10-10¼ per cent nominal closing rates. Short-term rates are call for sterling, U.S. dollars and Canadian dollars; two-day call for guilders and Swiss francs. Asian rates are closing rates in Singapore

INTERNATIONAL MONEY MARKET

German money rates ease

German short-term interest rates eased yesterday, after moving up quite sharply on Friday. The firmness before the week-end reflected the rise of 1 per cent in the Bundesbank discount rate and Lombard rate, to 4 per cent and 5 per cent respectively. During March overnight money was steady between 4 per cent and 4.50 per cent, with *one-month money around the* same level, and three-month and six-month slightly higher, but still under 5 per cent.

Thursday's rise in central bank raes, partly to reduce foreign *exchange outflows,* resulted in a rise to 5.20-5.40 per cent in call money in the interbank market on Friday, restoring the recent differential over the discount and Lombard rates, while longer term rates moved up in line. Yesterday, call money fell to 5.00-5.20 per cent, with one-month easing to 5.00-5.20 per cent from 5.15-5.25 per cent; three-month to 5.15-5.35 per cent from 5.30-5.40 per cent; six-month to 5.30-5.50 per cent from 5.50-5.60 per cent; and 12-month to 5.80-5.90 per cent from 5.85-5.95 per cent.

PARIS—Day-to-day money rose *to 6⅞ per cent from 6¾ per cent,* but other rates were unchanged, with one-month at 6⅞-6⅞ per cent; three-month at 7-7¼ per cent; six-month at 7⅜-7⅝ per cent; and 12-month at 7⅝-7⅞ per cent.

BRUSSELS—*One-month* money was unchanged at 7⅝-7⅞ per cent, and three-month at 7⅜-7⅝ per cent. Six-month funds were quoted at 7⅜-7⅞ per cent, compared with 7⅞-8¼ per cent, and 12-month at 7⅞-8⅛ per cent, compared with 8-8¼ per cent. Pressure on the Belgian franc, at the bottom of the European Monetary System, led to speculation of a rise in Belgian interest rates, but there was little sign of this in domestic rates yesterday.

AMSTERDAM—Call money rose to 7¼-7½ per cent from 7-7¼ per cent, while one-month and three-month were unchanged at 7-7¼ per cent. Six-month money was quoted at 7-7¼ per cent, compared with 7-7¼ per cent previously.

HONG KONG—The money market was easy in the morning, but tight in the afternoon, with call money at 11 per cent, and overnight at 10½ per cent.

GOLD

Little change

Gold showed little movement in the London bullion market yesterday and closed at $239¾-$240, a rise of $1 an ounce. The metal opened at its high for the day of $240¼-241 and was fixed in the morning at $240.05 and $239.70 in the afternoon. The premium on the Krugerrand over its gold content narrowed to 10.00 per cent from 11.6 per cent domestic delivery, but *widened from 3.00 per cent to* 3.29 per cent internationally.

In Paris the 12½ kilo bar was fixed at FFr 33,800 per kilo ($243.29 an ounce) in the afternoon, compared with FFr 33,700 *($243.62) in the morning* and FFr 33,600 ($243,19) on Friday afternoon.

	Apr. 2	Mar. 30
Gold Bullion (fine ounce)		
Close	$239¼-240 (£115.7-116.1)	$238¼-239 (£115.4-115.6)
Opening	$240¼-241 *(£115.8-116.2)*	$240-240¼ *(£116.5-116.6)*
Morning fixing	$240.05 *(£116.078)*	$239.65 (£116.081)
Afternoon fixing	$239.70 (£115.747)	$240.10 (£115.878)
Gold Coins, domestically		
Krugerrand	$262½-264½ *(£127-128)*	$264¼-268¼ *(£128-130)*
New Sovereigns	$68¼-70¼ (£33-34)	$68-70 (£33-34)
Old Sovereigns	$73½-75½ (£35½-36½)	$74¼-76¼ (£36-37)
Gold Coins, internationally		
Krugerrand	$246½-248½ (£119¼-120¼)	$244¾-246¾ *(£118¼-119¼)*
New Sovereigns	$62½-64½ (£30¼-31¼)	$62-64 (£30-31)
Old Sovereigns	$73½-75½ (£35½-36½)	$74¼-76¼ (£36-37)
$20 Eagles	$317-322	$316-321
$10 Eagles	$179-184	$176-181
$5 Eagles	$120-125	$121-126

UK MONEY MARKET

Small assistance

Bank of England Minimum Lending Rate 13 per cent
(Since March 1, 1979)

The authorities gave a small amount of assistance to the London money market yesterday by buying Treasury bills from the discount houses, even though day-to-day credit appeared to be in good supply. At one time it was thought that the Bank of England might sell bills to absorb a small surplus.

Banks brought forward *moderate surplus* balances from Friday, and the market was also helped by a fairly large surplus of Government disbursements over revenue payments to the Exchequer. On the other hand there was a very *small* net take-up of Treasury bills, a small rise in the note circulation, and repayment of the moderate amount borrowed on Friday.

Discount houses paid 12½-12¾ per cent for secured call loans *in the early part, but closing* balances were taken at 7½-8½ per cent.

In the interbank market overnight loans commanded 12½-13 per cent, and ranged between 12-12¾ per cent *for the most* part, before closing at around one per cent.

Rates in the table below are nominal in some cases.

LONDON MONEY RATES

Apr. 2 1979	Sterling Certificate of deposit	Interbank	Local Authority deposits	Local Auth. negotiable bonds	Finance House Deposits	Company Deposits	Discount market deposit	Treasury Bills ♦	Eligible Bank Bills ♦	Fine Trade Bills ♦
Overnight	—	1-13	—	—	—	—	7⅛-12¾	—	—	—
2 days notice	—	—	12⅞-13	—	—	—	—	—	—	—
7 days or	—	—	—	—	—	—	—	—	—	—
7 days notice	—	12½-12¾	12⅞-13⅛	—	12¾	12⅝-12⅞	12¼-12½	—	—	—
One month	12[illegible]-12¼	12[illegible]-12[illegible]	12½	12⅝-12½	12⅞	12⅝	12¾	11[illegible]-11⅝	12[illegible]-12[illegible]	13¼
Two months	12[illegible]-12[illegible]	12[illegible]-12¼	—	12⅞-12⅜	12¾	—	11¾-12	11⅝	12¼	12¾
Three months	11[illegible]-11[illegible]	11[illegible]-12	12-12⅛	11⅞-12	12⅜	12½	11½	11¼	11¼-11[illegible]	12½
Six months	11⅛-11	11[illegible]-11⅝	11⅝-11⅝	10¾-11	11⅝	—	—	—	10⅝-10[illegible]	12
Nine months	10[illegible]-10¾	11-11⅛	—	10⅞-11	11⅜	—	—	—	—	—
One year	10[illegible]-10[illegible]	10[illegible]-10[illegible]	11¼-11½	10⅞-11	11⅝	—	—	—	—	—
Two years	—	—	11½-12	—	—	—	—	—	—	—

Local authority and finance houses seven days' notice, others seven days' fixed. *Long-term local authority mortgage rates nominally three years 11⅞-12¼ per cent; four years 12-12¼ per cent; five years 12⅜-12⅞ per cent. ♦Bank bill rates in table are buying rates for prime paper. Buying rates for four-month bank bills 11¹⁵⁄₁₆-11⅞ per cent; four-month trade bills 12⅝ per cent.

Approximate selling rates for one-month Treasury bills 11⅝ per cent, two-month 11⅝ per cent, three *months* 11⅝-11⅝ per cent. Approximate selling rate for one-month bank bills 12⅛ per cent; two-month 12⅛-12⅛ per cent; and three-month 11⅝-11⅝ per cent; one-month trade bills 13⅛ per cent; two-month 12⅝ per cent; and three-month 12⅜ per cent.

Finance Houses Base Rates (published by the Finance Houses Association) 13 per cent from April 1, 1979. Clearing Bank Deposit Rates for small sums at seven days' notice 10.5 per cent. Clearing Bank Rates for lending 13 per cent. Treasury Bills. Average tender rates of discount 11.4397 per cent.

MONEY RATES

NEW YORK	
Prime Rate	11.5-11.75
Fed Funds	10.125
Treasury Bills (13-week)	9.41
Treasury Bills (26-week)	9.38
GERMANY	
Discount Rate	4
Overnight Rate	5.10
One month	5.10
Three months	5.20
Six months	5.40
FRANCE	
Discount Rate	9.5
Overnight Rate	6.75
One month	6.8125
Three months	7.0625
Six months	7.3125
JAPAN	
Discount Rate	3.5
Call (Unconditional)	4.5875
Bills Discount Rate	4.8125

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CONTRACTS AND TENDERS

NATIONAL ELECTRIC POWER AUTHORITY

PREQUALIFICATION OF TENDERERS FOR 800 MW THERMAL PLANT LAGOS — NIGERIA

Tendering documents will be issued in November 1979 to qualified international contractors or consortia for a single "turnkey" contract for the design, supply, transportation, construction, erection and commissioning of all *necessary* civil, mechanical and electrical works for a thermal generating station comprising four 200 MW (50 Hz) *steam turbine generating units* including all auxiliaries, buildings and structures, office, workshops, stores, substation, inter-connecting double circuit 330 KV transmission line to *Ikeja West substation* (approximately 40 km) and all other facilities necessary to comprise on completion, a complete, reliable, functional and economical electricity generation station, designed and constructed in accordance with modern utility practices to recognised standards in accordance with and to suit the specified conditions.

The proposed generating station will be located at a site within 30 km of Lagos and the fuels will be natural gas and residual oil.

The proposed schedule for the project requires power generation from the first unit on or before 1st December, 1983, and the remaining units in commercial operation within the following 18 months. Key dates are as follows for the project events:—

Issue of tendering documents — 1st November, 1979
Award of contract — 1st July, 1980
First power — 1st December, 1983
Completion (all units) — 1st June, 1985

A turnkey contract will be negotiated with and awarded to the bidder who in the opinion of the authority, submits a proposal for the most suitable, complete and economical *plant in accordance with the specified* requirements.

In order to qualify as potential tenderers, interested parties should submit *with their application for prequalification,* information on the following:—

(1) Agreement and/or comments on the proposed schedule together with their proposed design, manufacturing, delivery and construction programme.
(2) Details of experience in handling *complete offshore contracts of* a similar scope and magnitude including complete project description, details of actual schedule achieved, main sub-contractors *used, owner and station name, including name of individual for* reference enquiry.
(3) Dimensions and details of units available and approximate turbine generator gross heat rate for these units, with condenser cooling water at 30 deg. C.
(4) The minimum time required for tender preparation.

Application for prequalification accompanied by the requested information shall be submitted to the address below to arrive nor later than 15th May, 1979:—

Shawmont Limited,
c/o Montreal Engineering Co. Ltd.,
P.O. Box 1540,
St. Catharines,
Ontario,
Canada, L2R 7J9
(Attention: Project Manager Lagos Thermal Plant).

A copy of all correspondence and the application for prequalification shall also be *sent simultaneously to:*—

National Electric Power Authority,
24-25, Marina,
P.M.B 12030,
Lagos, Nigeria
(Attention: Director of Engineering Projects)

and marked "Prequalification—Lagos Thermal Plant."

APPOINTMENTS

Changes at Reed Paper & Board

REED PAPER AND BOARD (UK) has regrouped its manufacturing units under three divisional managing directors to replace the product group structure. The managing directors and their divisions are: **Mr. Len Massam,** newsprint and packaging papers; **Mr. Gilbert Pike,** boards; and **Mr. Eric Jackson,** printings, writings and wallpapers. Previous positons held by the newly appointed executive were: Mr. Massam, product group director, printings, writings and wallpapers; Mr. Pike, product group director and general manager, Colthrop Board Mills; and Mr. Jackson, sales director, Reed Paper and Board (UK). A new addition to *the management team is.* **Mr. David Lee** as marketing director. The company states that the change *from* having a sales director stems from the new divisional structure which will reduce the need for sales coordination between mills at company level and enable the marketing director to concentrate more on future development. Mr. Lee joined Reed in 1965 and became Reed Group director of planning and development *in 1976.* The parent company [continued below]

★

Dr. Mohy L. Quandour has been appointed *international* sales director of PHOTO-SCAN.

★

Mr. D. J. Kingsbury has been appointed chairman and managing director of ULTRA ELECTRONIC HOLDINGS, a subsidiary of the Dowty Group, following the retirements of **Lord Orr-Ewing OBE** as chairman and **Mr. E. D. Birch,** managing *director of* UEH. Lord Orr-Ewing, who has been chairman of UEH since 1966, continues as a non-executive director of the Dowty Group. Mr. E. D. Birch will remain a director of UEH until *his retirement at the end of* September. Mr. Kingsbury, a director and deputy chief executive of the Dowty Group, is appointed chairman of the main subsidiaries of UEH, Ultra Electronic Controls, Ultra Electronic (Components), Ultronic Data System, Bribond Printed Circuits, and to the Boards of the overseas subsidiaries.

Mr. D. J. Kingsbury

★

Mr. G. A. H. Palfreyman has been elected a director of CHAMBERLAIN PHIPPS. He is managing director of the Shoe Components Division, and is also responsible for four of the overseas subsidiaries.

★

Mr. Brian Appleton, a deputy chairman of the Petrochemicals *Division of Imperial Chemical* Industries, has joined the Board of TIOXIDE GROUP. **Mr. A. W. Clements** has resigned his directorship of Tioxide on appointment as financial director of ICI.

★

Mr. D. E. Harrison *has been* appointed finance director of SCHLESINGER INVESTMENT MANAGEMENT SERVICES and of Schlesinger Trust Managers. **Mr. I. P. Forsyth** has been made a director of Schlesinger Investment Management Services and **Mr. D. D. Aitken** and **Mr. J. D. Bourne** become directors of Schlesinger Trust Managers.

★

Mr. C. G. H. Foster has been appointed managing director, *Witton Site Co-ordination, for* IMI. He has also been appointed chairman of two IMI companies, John Wilkinson and Sons (Saltley) and J. F. Ratcliff (Metals).

★

Mr. Robert Hague, company secretary, and **Mr. F. B. Wright,** deputy chairman of the steel division, have been appointed to the main Board of *NEEPSEND.*

★

Mr. Jeremy Lancaster, who has become *a regional* director of the Birmingham and West Midlands regional Board of Lloyds Bank, is chairman of TOMKINSONS CARPETS, not Tomkins Carpets as reported last Thursday.

★

Mr. Leslie Hewitt has been appointed a director of *TUNNEL* HOLDINGS. He succeeds **Mr. J. A. D. Thom,** who has retired from the main Board but will become a non-executive director *of Tunnel Cement.*

★

Mr. Tim Melville-Ross has been appointed assistant general manager (planning) of the NATIONWIDE BUILDING SOCIETY. Mr. Melville-Ross became secretary of the society in 1974 and was previously with British Petroleum.

★

Mr. R. A. Plummer, a director of ROSSMINSTER GROUP, has been appointed a director of JACKSONS BOURNE END. **Mr. M. J. Knight** and **Mr. J. M. Jackson** have resigned from the Board.

★

Mr. K. F. W. Allsop and **Mr. R. J. Laker** have been appointed to the Board of M AND G GROUP.

★

Following a re-organisation of the group, **Sir Alexander Durie, Mr. Stanley Field** and **Mr. Jack Hollingshead** have retired as non-executive directors from the THOMAS COOK GROUP, a subsidiary of Midland Bank. **Mr. John Harris,** general manager (related services), Midland Bank has been appointed a director of the *Thomas Cook Group.*

★

Mr. Robert Audsley, managing director of TOOTAL, is to become executive chairman in succession to **Sir George Kenyon** who is retiring as chairman following the annual meeting in June. Sir George, who is retiring because of the increase in his business commitments (including the chairmanship of Williams and Glyn's Bank), will *continue as a non-executive* member of the Tootal Board for the time being. **Mr. Alan Wagstaff,** financial director, is being appointed deputy chairman, from the same date.

★

Mr. Arthur E. Stone has been *appointed general manager,* designate, of the LEEDS AND HOLBECK BUILDING SOCIETY. Mr. Stone, who is an assistant general manager of the LEEDS PERMANENT BUILDING SOCIETY, will become chief executive of Leeds and Holbeck when **Mr. Horace Shackleton** retires in March, 1980.

★

Mr. Bert Koning *has become* managing director of STORK WERKSPOOR DIESEL, a Dutch *diesel engine and power generation* company.

★

Mr. E. C. Sutton (Associated Container Transportation (Australia)) has been elected chairman and **Mr. G. A. B. King** (BP Tanker Company) deputy chair*man of the* LONDON GENERAL SHIPOWNERS' SOCIETY. Retiring chairman was **Mr. C. M.** ***O'Connor*** *(Ocean Transport* and Trading).

★

Mr. A. T. Smith, *chief* accountant, of M. L. HOLDINGS is appointed secretary of the company, succeeding **Mr. Cyril Jones** who retires after 21 years.

★

Mr. Robert Napier has been appointed to the Board of FISONS pharmaceutical division as financial and administration director—a new post created during *organisational changes* in the division—from June 1. He is currently group treasurer, a post he has held since 1977.

★

METAL TRADERS, INC. New York, has promoted **Mr. M. A. Cantella** to president and chief executive officer. He was executive vice president. **Mr. J. Vulliequez** was named chairman for the *time being* and will become a consultant in the summer.

★

Mr. Michael W. Good *has been* made managing director of H. CLARKSON CONSTRUCTION INSURANCE BROKERS. **Mr. Conrad M. Owen** has been appointed managing director of H. Clarkson (Overseas). **Mr. Rasik H. Patel** has joined the Board of H. Clarkson and Co. (Insurance). The companies are all subsidiaries of H. Clarkson *(Insurance Holdings).*

★

Mr. J. R. Sumpster has been appointed senior accounts executive (deputy to the senior international executive) in the UK regional office of NATIONAL WESTMINSTER BANK's international banking division, based in the City. He succeeds **Mr. J. Bush** on his retirement.

★

CANNON ASSURANCE state that **Mr. Richard Ellis,** managing *director, has retired from executive* duties and becomes deputy chairman. He will be succeeded as managing director by **Mr. F. R. Wales,** at present general manager and chief actuary.

★

Mr. Alan B. Brooker, managing director of the EXCHANGE TELEGRAPH COMPANY (HOLDINGS) (Extel), has been *appointed to the additional* position of deputy chairman. **Mr. R. R. St. J. Barkshire,** chairman and chief executive of Mercantile House Holdings, and **Dr. K. Bright,** chief executive of the Associated Biscuit Manufac*turers, have become* non-executive directors of Extel.

Mr. Alan Brooker

★

Mr. A. Victor Adey, chairman of Mercantile Credit Company, has been appointed a director *of* BARCLAYS BANK International. He ceases to be a member of the Board of *Barclays* Bank UK Management. **Mr. S. G. Errington,** managing director of Mercantile Credit Company, has been appointed a director of Barclays Bank UK Management. **Mr. Michael Morris,** a divisional general manager of Barclays Bank, has been seconded to Barclays Bank International as a *general* manager of Barclays National Bank. **Mr. Geoffrey Milligan,** an executive local director of the London northern district of Barclays Bank, has *been appointed divisional general* manager of the bank's property division. **Mr. R. W. Salt** has been appointed an assistant director of Barclays Insurance Services Company with *responsibility* for life and pensions business. **Mr. N. C. Craddock** and **Mr. J. Kelly** have also been appointed assistant directors and will be based in London and Bristol respectively.

Nuclear mishap cuts Dow 10 points at noon

INVESTMENT DOLLAR PREMIUM
$2.60 to £1—57% (61%)
Effective $2.0675 24¼% (28%)

THE STOCK MARKET continued to focus on the nuclear power industry as prices declined over a wide area in *moderately active trading*.

By lunch-time, the Dow Jones Industrial Average had fallen 10.31 to 851.87. Utilities lost 1.08 to 103.11 and Stocks fell 2.63 to 289.74. The Transport Index shed 0.39 to 224.78. The NYSE Composite Index adged 0.58 lower to 56.55.

Closing prices and market reports were not available for this edition.

Westinghouse Electric, a major producer of nuclear power plants, topped the active list losing 75 cents to $18. **J. Ray McDermott**, *whose Babcock and Wilcox unit* built the crippled Three Mile Island nuclear plant, dropped $1¼ to $18¼ in active trading.

Kerr-McGee, a uranium producer, dropped $2¾ to $48¼.

Yet some issues actually benefited from the woes of the nuclear industry. Active **Columbia Pictures**, producer of "The China Syndrome"—a movie about a nuclear power plant accident, gained $1¼ to $25¾.

Coal, an alternative power source, attracted buying too. **Eastern Gas and Fuel** added 75 cents to $20 in busy trading. *North American Coal gained $1⅞* to $25⅞ and **Pittston** put on 25 cents to $22⅞.

In other areas, Computer issues were weak, as were Drugs, *Steel*, *Aluminium*. Copper, Auto and Chemical shares. **Du Pont** dropped $2¼ to $138⅞ and **IBM** fell $2¼ to $313¼.

Dome Mines tumbled $3 to $88 and its **Dome Petroleum** unit lost $4 to $110½ on the American Stock Exchange. Both issues were hit by profit-taking and recent weak gold prices.

Amex prices were sharply lower in moderately active trading. The Amex index lost 1.75 to 177.95 on a volume of 2.12m *shares*.

Uranium mining stocks were hard hit. Volume leader **Federal Resources** lost $1 to $6¼. **Ranchers Exploration** fell $1⅞ to $15⅞ and **Rio Algom** retreated $¼ to $29¼.

Canada

Canadian stock market's were sharply lower in noon trading with the Tonoronto Index down 13.7 to 1453.3 on a volume of 2.08m shares against 2.34m on Friday. The Golds Index fell 30.3 to 1551.1 and Oil and Gas lost 53.5 to 2183.0.

Trading activity in **Norcen Energy** continued and it was the most active issue off ⅜ at $20½ on 62,624 shares. **Brascan "A"** was up ¼ at $22⅞ on 34,330 shares. **Dome Petroleum** fell $4½ at $128½, **Imperial Oil "A"** lost at $27¼.

Thomson Newspapers was off ½ at $16½, after Thomson Family interests announced a new bid for 60 per cent of **Hudson's Bay Company** shares at $35 a share. Trading in **Hudson's Bay** was *halted*.

In Montreal, the stock marketa fell slightly in quiet trading, on a noon volume of 195,417 shares. The general index was off 1.40 with Banks, *Papers* and *Utilities* all showing declines. The most active issue was **Quebecor** off ⅛ at $8¼ on 25,000 shares. The Banks Index was off 1.48 points with **The** ***Royal*** **Bank** down 50 cents at $40.

Tokyo

Japanese shares fell in light trading on fears that the official discount rate may be raised soon by the Bank of Japan. The market average lost 52.32 to 6,088.99 and the Tokyo Stock Exchange index was down 3.81 at 445.65. Big capitals issues speculative issues and resources-related shares which initially advanced fell on profit-taking and liquidations.

Nippon Steel Corpn. lost Y2 to Y126, **Hitachi** fell Y5 to Y260, **Sony** dropped Y30 to Y1,780 and **Mitsukoshi** declined Y9 to Y486. Pharmaceuticals and Constructions also declined. **Fuji Photo** lost Y16 to Y640 and **Ito Yokado** dropped Y60 to Y1,500.

Australia

...**The Harrisburg** nuclear power station malfunction in the U.S. focussed market attention on uranium shares, which fell sharply. The All Ordinaries Index eased 2.47 points to 587.06 and not even another gain for **BHP** could offset this.

Uraniums fell as soon as trading began, and **Pancontinental** ended the day down A$2.40 at A$10. **Queensland Mines** fell 35 cents to A$3.15, while **Kathleen Investments** lost 20 cents to A$3.10 and **Peko** surrendered 26 cents to A$5.30.

BHP's dividend and bonus share issue announcement was greeted with another gain for the stock of Australia's biggest company, which closed up 10 cents at A$11.80. Among Industrials, **Bank of NSW** was steady at A$2.42, **CSR** *eased 3 cents to* A$3.60 and **Myer** was down the same amount to A$1.75 ahead of Wednesday's half-yearly statement.

Among Mines **Hamersley** lost 13 cents to A$2.72 on the news that **CRA** did not plan making *an offer for minority shareholdings*.

Switzerland

Swiss shares were depressed by renewed weakness in the bond market particularly among foreign issues. Demand for domestic stocks was sluggish although the dollar rose above SwFr 1.70 for the first time since early February. Banks were barely steady while Insurances eased.

In dull Financials **Oerlikon-Buehrle** was down SwFr 15 to Fr 2,505 while **Elektrowatt** lost SwFr 20 to Fr 2,015. **Motor Columbus** eased on the U.S. *nuclear power problems* and *in* Industrials **Brown-Boveri**, a major supplier of nuclear plant equipment, fell too. Elsewhere in mixed Industrials, **Nestle** and **Ciba-Geigy** eased but **Sandoz**, **Alusuisse** and **Sulzer** rose.

Germany

Frankfurt shares were depressed by the Harrisburg power station accident with nuclear-related issues falling and the easier tone spilling over into *other sectors* in thin trading.

Deutsche Babcock shed DM 5, **BBC** DM 6 and **Siemens**, parent of **KWU**, DM 6.50. In Chemicals **BASF** was down DM 2, **Hoechst** fell *DM 1.20* and **Bayer** eased by DM 1. In Motors, **VW** shed DM 2.50, while **Deutsche** led Banks DM 3.50 lower. **Karstaat** and **Kauhof** each fell DM 3 while **BMW** shed 50 pfennigs.

Milan

Italian stocks fell sharply in slightly less active trading *on* the Milan Bourse. The *prolonged* Italian political crisis, with premature elections scheduled for this summer, and accusations by magistrates against senior Bank of Italy officials helped to depress sentiment.

Italcementi and **Mediobanca** both fell by more than 5 per cent. **Bastogi**, **Montedison**, **Snia Viscosa**, both **Pirellis**, both **Olivettis** and **Fiat** also eased.

Johannesburg

South African gold shares were quietly easier where changed in line with lower bullion prices, and losses stretched to R1. Mining Financials were harder on balance. **Lonrho Group** shares were harder while **Dulker** *gained 10 cents to R5.40.* ***De Beers*** was 10 cents harder at R5.50, mostly on local interest. Coppers registered strong gains in line with market prices while Platinums, in line with free market prices, eased. On the other hand, collieries were harder on balance and Industrials were quietly firmer.

Paris

The Paris Bourse resumed trading after a strike that began on February 26. Technical factors dominated the first day's official trading after the long stoppage. Foods and Printing were generally firmer, *Stores and Chemicals* weaker and all *other* sectors mixed.

Hong Kong

Hong Kong share prices closed easier on the continued weakness of the local currency and the Hang Seng index fell 8.12 points to 529.54. Trading was dull and thin, while selling centered on market leaders.

Hong Kong Bank eased 10 cents to HK$ 12.90, **Hong Kong Electric** *lost 15 cents to HK$ 5.75*, **Hong Kong Land** 10 to HK$7.75, **Hutchison Whampoa** 7.5 to HK$ 3.975, **Jardine Matheson** 20 to HK$12.00 and **Whelock Marden** 2.5 to HK$3.10.

Amsterdam

Dutch share prices closed narrowly mixed in very quiet trading. **Hoogovens** and **Royal Dutch** were higher in otherwise easier Dutch Internationals. Higher issues included ***Algemene*** **Bank Nederland**, **Middenstandsbank**, **Amev**, **Gist-Brocades** and **Deli**. Lower shares included **Bols** and **Ahold**, Fl 1.40 and Fl 1 lower, respectively.

Brussels

Belgian share prices were mixed to mostly higher in moderate trading. **Sofina**, **Cobepa**, **Vieille Montaigne**, **Clabecq** and **Hainaut Sambre** rose.

Indices

NEW YORK —DOW JONES

	Mar. 30	Mar. 29	Mar. 28	Mar. 27	Mar. 26	Mar. 23	1979 High	1979 Low	Since Compil'tn High	Since Compil'tn Low
◆ Industr'ls	862.18	868.77	866.25	871.36	864.82	859.75	888.77 (29/3)	807.00 (27/2)	1051.70 (11/1/73)	41.22 (2/7/32)
H'me B'nds	84.59	84.62	84.80	84.38	84.47	84.25	85.90 (2/2)	84.09 (15/1)	—	—
Transport	225.17	224.15	223.50	223.70	218.31	218.78	225.7 (30/3)	205.78 (27/2)	279.88 (7/2/69)	12.23 (8/7/32)
Utilities	104.18	104.63	104.77	104.80	104.47	104.70	104.91 (31/1)	99.10 (2/1)	163.32 (20/4/69)	10.58 (28/4/42)
Trading vol 000's†	30,140	38,520	39,920	35,040	28,448	33,630	—	—	—	—

◆ Day's high 870.58 low 858.11

	Mar. 23	Mar. 16	Mar. 9	Year ago (approx
Ind. div. yield %	5.75	5.80	5.87	6.16

STANDARD AND POORS

	Mar. 30	Mar. 29	Mar. 28	Mar. 27	Mar. 26	Mar. 23	1979 High	1979 Low	Since C'mpil't'n High	Since C'mpil't'n Low
‡Indust'ls	115.38	115.81	114.05	114.48	112.77	115.48	116.69 (9/1)	107.08 (27/2)	134.64 (11/1/73)	3.52 (30/6/32)
§Composite	101.58	102.03	102.12	102.48	101.64	101.60	102.48 (27/3)	96.13 (27/2)	125.85 (11/1/6)	4.40 (1/6/32

	Mar. 28	Mar. 21	Mar. 14	Year ago (approx).
Ind. div. yield %	4.99	5.03	5.11	5.46
Ind. P/E Ratio	8.66	8.58	8.44	8.48
Long Gov. Bond Yield	8.98	9.02	9.02	8.15

N.Y.S.E. ALL COMMON

Mar. 30	Mar. 29	Mar. 28	Mar. 27	1979 High	1979 Low
57.13	57.34	57.36	57.53	57.63 (28/3)	53.88 (27/3)

Rises and Falls

	Mar. 30	Mar. 29	Mar. 28
Issues Traded	1,897	1,876	1,907
Rises	645	757	724
Falls	761	637	786
Unchanged	491	482	397
New Highs	—	60	88
New Lows	—	6	4

MONTREAL	Mar. 30	Mar. 29	Mar. 28	Mar. 27	1978-79 High	1978-79 Low
Industrial	248.29	250.21	250.87	250.91	250.91 (27/3)	219.19 (2/1)
Combined	249.02	249.55	249.81	249.76	249.81 (28/3)	225.69 (2/1)
TORONTO Composite	1,466.4	1467.17	1465.5	1468.0	1467.17 (29/3)	1315.8 (2/1)
JOHANNESBURG *Gold*	—	266.7	266.5	265.3	290.7 (7/2)	247.0 (12/1)
Industrial	—	312.5	310.1	308.1	312.5 (29/3)	270.5 (2/1)

	Apr. 2	Pre-vious	1979 High	1979 Low
Australia (¶)	587.06	589.53	597.65 (19/3)	545.72 (2/1)
Belgium (‖)	108.18	108.25	108.23 (30/3)	98.80 (3/1)
Denmark (**)	95.31	95.08	95.08 (30/3)	88.32 (5/1)
France (††)	(u)	(u)	79.4 (15/1)	71.5 (15/2)
Germany (‡‡)	(u)	786.70	839.8 (16/1)	774.2 (26/3)
Holland (§§)	77.5	77.8	85.9 (24/1)	75.8 (21/3)
Hong Kong (¶¶)	529.34	537.66	568.90 (6/2)	493.53 (2/1)
Italy (‖‖)	(u)	77.86	78.48 (26/3)	68.38 (2/1)
Japan (a)	445.65	449.46	462.97 (31/1)	442.81 (2/3)
Singapore (b)	371.18	371.65	372.95 (1/2)	346.34 (25/2)

	Apr. 2	Previous	1979 High	1979 Low
Spain (d)	(u)	109.54	111.86 (6.3)	93.05 (12/1)
Sweden (e)	372.08	373.09	401.34 (6/2)	362.06 (2/1)
Switzerld (f)	316.4	316.0	321.6 (20/2)	294.0 (3/1)

Indices and base dates (all base values 100 except NYSE All Common—50; Standards and Poors—10; and Toronto 300—1,000; the last named based on 1975). † Excluding bonds. ‡ 400 Industrials. § 400 Industrials, 40 Utilities, 40 Finance and 20 Transport. ¶ Sydney All Ordinary. ‖ Belgian SE 31/12/63. ** Copenhagen SE 1/1/73 †† *Paris* Bourse 1961. ‡‡ Commerzbank Dec. 1953. §§ Amsterdam Industrial 1970. ¶¶ Hang Seng Bank 31/7/64. ‖‖ Banca Commerciale Italiana 1972. a Tokyo New SE 4/1/68. b Straits Times 1966. c Closed. d Madrid SE 29/12/78. e Stockholm Industrial 1/1/58. f Swiss Bank Corporation. u Unavailable.

FRIDAY'S ACTIVE STOCKS

	Stocks traded	Closing price	Change on day
Westnghse. Elec.	1,185,700	18⅛	−¾
American Motors.	893,200	9⅝	+1
McDermott	528,600	18⅝	−1⅜
Kerr McGee	335,000	51	−4⅝
Allied Chemical	304,900	35⅝	+1⅛
Fairchild Camera	270,000	45	+⅛
Allegheny Air.	255,300	10⅝	+⅛
Duke Power	245,800	18⅝	−⅛
Texas Intl.	243,900	14⅛	+⅛
East. Gas F.	243,800	19¼	+1⅛

NEW YORK

NOTES: Overseas prices shown below exclude $ premium. Belgian dividends are after withholding tax.
◆ DM 50 denom. unless otherwise stated, yields based on net dividends plus tax.
♥ Pta 500 denom. unless otherwise stated.
♣ DKr 100 denom. unless otherwise stated.
✦ SwFr 500 denom. and Bearer shares unless otherwise stated. ¶ Y50 denom. unless otherwise stated. ≠ Price at time of suspension. a Florins. b Schillings. c Cents. d Dividend after pending rights and/or scrip issue. e Per share. f Francs. g Gross div. %. h Assumed dividend after scrip and/or rights issue. k After local taxes. m % tax free. n Francs including Unilac div. p Nom. q Share split. s Div. and yield exclude special payment. t Indicated div. u Unofficial trading. v Minority holders only. y Merger pending. * Asked. † Bid. § Traded. ‡ Seller. z Assumed. xr Ex rights. xd Ex dividend. xc Ex scrip issue. xa Ex all. Δ Interim since increased.

GERMANY ◆

Apr. 2	Price DM.	+ or −	Div. %	Yld. %
AEG	62.4	−0.6	—	—
Allianz Versich.	469	−2.0	31.2	3.3
BMW	228	−0.5	28.12	6.2
BASF	136.9	−0.9	18.75	6.8
Bayer	137.5	−1.0	18.75	6.8
Bayer.Hypo	262	−1.0	28.12	5.4
Bay. Vereinsbk.	274	−2.0	28.12	5.2
Commerzbank	199.5	−1.0	26.56	6.6
Conti Gummi	64.1	−0.8	—	—
Daimler-Benz	295	+0.5	28.12	4.8
Degussa	246	−0.5	26.56	5.5
Demag	157.5	......	17.18	11.0
Deutsche Bank	271	−1.5	28.12	5.2
Dresdner Bank	219	−1.5	28.12	6.4
Dyckerhoffze't.	168	......	9.38	3.8
Gutehoffnung	212	−6.5	18.75	4.3
Hapag Lloyd	99	−1	14.06	7.1
Harpener	139.5	−3.0	15.6	5.6
Hoechst	134.7	−1.2	18.75	6.9
Hoesch	46.3	−0.7	—	—
Horten	146	−1.5	9.36	3.2
Kali und Salz	138.5	+0.3	14.04	5.1
Karstadt	327	−3.0	23.44	3.6
Kaufhof	239	−3	18.75	4.0
Klockner DM.100	86.1	−0.7	—	—
KHD	183.5	−4.5	18.75	5.1
Krupp DM.100	92	+0.5	—	—
Linde	276	−4.0	25	4.6
Lo'brau DM.100	1,400	−90	25	9.5
Lufthansa	90.0	−0.1	9.36	5.2
M.A.N	195	+2.0	21.88	5.8
Mannesmann	157	−2.1	17.18	5.4
Metallges	358.5	......	12.5	2.4
Munchener Rck	540	+5	28.12	3.6
Neckermann	176.5	−0.6	—	—
Preuss'gDM100	160	−0.5	—	—
RheinWestElect	166.1	−1.7	25	7.4
Schering	244	−4.0	28.12	5.8
Siemens	253xd	−5.5	25	4.9
Sud Zucker	242	+1.2	17.86	3.7
Thyssen A.G.	105.2	−1.8	12.5	5.9
Varta	176	−3.0	16.18	4.9
VEBA	143.9	−1.1	9.38	3.2
Vereins&W'stBk	295	......	28.12	4.8
Volkswagen	228.2	−0.6	25	5.4

TOKYO ¶

Apr. 2	Prices Yen	+ or −	Div. %	Yld. %
Asahi Glass	350	......	14	2.0
Canon	563	......	12	1.1
Casio	795	−35	25	1.6
Chinon	380	−20	20	2.6
Dai NipponPrint	583	−9	18	1.6
Fuji Photo	640	−16	15	1.2
Hitachi	260	−5	12	2.3
Honda Motors	473	+4	18	1.9
House Food	975	−4	35	1.8
C. Itoh	256	−6	12	2.3
Ito Yokado	1,500	−60	30	1.0
Jacca	620	−10	13	1.0
J.A.L.	2,930	......	—	—
Kansai Elect.Pw	974	......	10	0.5
Komatsu	354	−5	18	2.5
Kubota	285	......	15	2.6
Kyoto Ceramic	3,310	−70	35	0.5
Matsushita Ind.	670	−5	20	1.5
Mitsubishi Bank	336	−3	10	1.5
Mitsubishi He'vy	139	−3	12	4.5
Mitsubishi Corp	420	−4	13	1.5
Mitsui & Co.	302	−6	14	2.3
Mitsukoshi	486	−9	20	2.0
Nippon Denso	1,520	−30	15	0.5
Nippon Shinpan	706	−19	12	0.8
Nissan Motors	665	−7	16	1.2
Pioneer	2,210	+50	48	1.1
Sanyo Elect.	316	+1	12	1.9
Sekisui Prefab.	786	−18	30	1.9
Shiseido	1,130	−20	20	0.9
Sony	1,780	−30	40	1.1
Taisho Marine	238	......	11	2.3
Takeda Chem	566	+8	15	1.3
TDK	1,800	−10	30	0.8
Teijin	131	−2	10	3.8
Tokyo Marine	470	−5	11	1.2
TokyoElect Pow.	940	−9	8	4.2
Tokyo Sanyo	448	−1	12	1.3
Toray	179	−5	10	2.8
Toshiba Corp.	142	−3	10	3.5
Toyota Motor	820	......	20	1.2

Source Nikko Securities, Tokyo

AMSTERDAM

Apr. 2	Price Fls.	+ or −	Div. %	Yld. %
Ahold (Fl.20)	121.5	−1.0	A22	3.7
Akzo (Fl.20)	29.3	−0.1	—	—
Alg'm Bk (Fl 100)	361.5	+1.2	A25	6.9
Amev (Fl.10)	95.0	+0.5	50	5.3
Amrob'k (Fl.20)	74.0xd	+0.2	25	6.8
Bijenkorf	89.5	......	26	5.8
BokaW'stm(Fl 20)	120	−1.5	80	6.7
Buhrm' Tetter'	72	−1	26	7.2
Elsev'r-NDU(Fl20)	286	−6	h40	2.8
Ennia N.V. B'rer	139.9	+0.4	A37½	5.4
EurComTst(Fl10)	71.0	......	94.5	4.9
Gist-Broc (Fl0)	40.5	+1.5	22	4.9
Heineken (Fl25)	91.9	−0.1	14	3.9
Hoog'ns (Fl.20)	30.7	+0.2	—	—
HunterD.(Fl.100)	22	......	1.2	5.4
K.L.M. (Fl.100)	102	......	8	2.9
Int. MullerFl.20	43.1	−0.7	19	8.8
Nat.Ned InsFl10	110.6	−0.4	48	4.3
NedCr'dBkFl.20	59.5	......	22.5	7.5
NedMidBk(Fl.50)	209	−1.5	24	5.7
Oce (Fl.20)	171.4	+0.2	38	4.5
OGEM (Fl.10)	25.2	−0.3	24	9.2
Van Ommeren	170	......	—	—
Pakhoed (Fl.20)	44.9	−0.6	—	—
Philips (Fl.10)	24.4	−0.1	18	7.0
RjnSchVerFl100	38	−1.1	—	—
Robeco (Fl.50)	160.0xd	−0.5	26.4	8.3
Rolinco (Fl.50)	129.5	−0.5	s	—
Rorento (Fl.50)	122.6	......	19.4	3.8
RoyalDutchFl20	137.7	+0.4	51.75	7.8
Slavenburg	253	+0.5	20	7.9
TokyoPacHldsS.	125.5	......	$0.56	0.6
Unilever (Fl.20)	127.6	−0.3	42.8	6.7
Viking Res.	46.3	−0.2	$0.29	1.0
Volker Stevin	84.5	−1.0	10	6.4
West.Utr.Hypok	403	−2.9	33	4.0

BRUSSELS/LUXEMBOURG

Apr. 2	Price Frs.	+ or −	Div. Frs. Net	Yld. %
Arbed	2,380	......	—	—
Bekaert "B"	2,550	−10	116	4.5
C.B.R. Cement	1,150	−2	100	8.6
Cockerill	490	......	—	—
EBES	2,425	−15	177	7.3
Electrobell.	5,900	+20	455	6.5
Fabrique Nat.	3,300	+10	100	5.4
G.B. Inno Bm.	2,575	......	150	5.9
Gevaert	1,400	......	85	6.1
GBL (Brux L)	1,765	+10	90	5.1
Hoboken	3,100	+10	170	5.6
Intercom.	1,890	−10	142	7.5
Kredietbank	7,250	+30	290	4.0
La Royale Belge	6,340	+10	325	5.2
Pan Holdings	2,620	......	52.55	2.9
Petrofina	4,100	+25	180	4.4
Soc Gen Banque	3,495	......	220	6.3
Soc. Gen. Belge	2,225	......	140	6.3
Sofina	3,540	+30	215	6.0
Solvay	2,530	+5	A2.10	7.9
Traction Elect.	2,915	......	170	5.8
UCB	1,360	−12	—	—
Un Min. (1/10)	829	+8	50	6.0
Vielle M'ntagne	1,820	+26	—	—

SWITZERLAND ✦

Mar. 2	Price Frs.	+ or −	Div. %	Yld. %
Aluminium	1,445	+20	8	2.7
BBC 'A'	1,855	−45	10	2.1
CibaGeigyFr100	1,255	−15	22	1.8
Do. Part Cert.	985	−5	22	2.2
Do. Reg	690	−8	22	3.1
Credit Suisse	2,350	−5	16	3.4
Electrowatt	2,015	−20	10	2.5
Fischer(Georg)	705	......	5	3.5
HoffmanPtCert.	78,750	......	1100	1.4
Do. (Small)	7,850	......	110	1.4
Interfood B.	4,300	......	21	2.4
Jelmoli (Fr.100)	1,470	......	21	1.4
Nestle (Fr. 100)	3,590	−20	85.5	2.4
Do. Reg.	2,395	−5	85.7	3.6
Oerlikon B(F250	2,505	−15	15	1.5
Pirelli(F100)	285	−3	15	5.3
Sandoz (F.250)	4,325	−45	26	1.5
Do. Part Certs	531	−1	26	2.4
Schind'rCtF100	330	+5	12	3.6
Sulzer Ct(F.100)	359	+12	14	3.9
Swissair (F.350)	843	−2	10	4.2
Sw.Bk.Cp(F100)	395	−1	10	2.6
Sw.Reins.(F250)	5,200	−75	40	1.9
Union Bank	3,340	−5	20	3.0
Zurich Ins	12,600	−100	44	1.8

COPENHAGEN ♣

Apr. 2	Price Kroner	+ or −	Div. %	Yld. %
Andelsbanken	150½	+¼	12	7.3
Danske Bank	121¼	+¼	12	9.9
East Asiatic Co.	127½xd	......	12	9.5
Finansbanken	161	+¼	13	8.1
Bryggerier	284	......	12	4.2
For Papir	103½	−½	—	—
Handelsbank	121¼	+½	12	9.1
G Nthn H (Kr80)	319	−2	12	3.4
Nord Kabel	183	−2½	12	6.6
Novoind'stries B	205	−1½	8	3.9
Oliefabrik	126	−1	—	—
Privatbank	134	+¼	13	9.7
Provinsbank	137½	+½	12	8.8
Soph.Berensen	401	......	12	3.0
Superfos	185½	+2½	12	6.2

MILAN

Apr. 2	Price Lire	+ or −	Div. Lire	Yld. %
ANIC	39	−0.75	—	—
Bastogi	685	−35	—	—
Fiat	2,831	−67	150	5.4
Do. Priv.	2,250	−52	150	6.6
Finsider	176	−6	—	—
Italcementi	15,401	−849	600	3.9
Italsider	422.5	−2.5	—	—
Mediobanca	33,800	−1990	1,200	3.5
Montedison	191	−9	—	—
Olivetti Priv	1,163	−27	—	—
Pirelli & Co.	1,820	−30	130	7.1
Pirelli SpA	868	−125	80	9.3
Snia Viscosa	974.50	−45.50	—	—

VIENNA

Apr. 2	Price %	+ or −	Div. %	Yld. %
Creditanstalt	343	......	10	2.9
Perlmooser	288	+5	9	3.1
Selecta	576	+1	38	6.4
Semperit	84	......	—	—
Steyr Daimler	225	......	8	3.6
Veit Magnesit	250	......	10	4.0

AUSTRALIA

Apr. 2	Aust. $	+ or −
ACMIL (25 cents)	†0.86	......
Acrow Australia	†1.02	+0.02
AMATIL $1	†2.40	......
Ampol Exploration	†1.64	+0.01
Ampol Petroleum	†0.72	−0.01
Assoc. Minerals	†1.90	−0.05

STOCKHOLM

Apr. 2	Price Kronor	+ or −	Div. Kr.	Yld. %
AGA AB (Kr. 40)	105	......	6	5.0
Alfa Laval(Kr.50	136	+1	6	4.4
ASEA(Kr.50)	69xd	−0.5	6	7.1
Atlas Cop.Kr25.	104	−1	7	6.7
Billerud	59.5	......	—	—
Bofors	120	......	6	5.0
Cardo	174	......	5.75	5.2
Cellulosa	255	+1	11	4.3
Elec'lux'B'(Kr50	112	+1	6.25	5.6
Ericsson B(Kr50	136	......	5	4.5
Esselte (Free)	158	+3	4	2.5
Fagersta	125	......	4	3.5
Granges(Free)	67	+1.5	—	—
Handelsbanken	356xd	......	18.5	5.1
Marabou	157	......	9	5.1
Mo Och Domajo	86	−1	2.50	2.9
Sandvik'B'Kr100	241	......	6.50	2.4
S.K.F. 'B' Kr.50	62	......	4.5	5.9
Skand Enskilda.	141xd	−1	9	6.4
Tandstik B(Kr50	69.5	+1.5	5	7.2
Uddeholm	63.5	......	—	—
Volvo (Kr 50)	84.5	+0.5	7	8.3

OSLO

Apr. 2	Price Kroner	+ or −	Div. %	Yld. %
Bergen Bank	100.5	+0.5	6	6.0
Borregaard	71.25	−0.50	—	—
Creditbank	114	−0.25	11	8.8
Kosmos	345	−15	10	6.8
Kreditkassen	110	......	11	10.0
Norsk HydroKr5	266	+5	12	3.6
Storebrand	106	−0.25	7	6.6

JOHANNESBURG

MINES

April 2	Rand	+ or −
Anglo American Cpn.	7.50	−0.05
East Driefontein	14.40	−0.40
Elsburg	1.97	+0.04
Harmony	6.80	−0.80
Kinross	$6.00	−0.35
Kloof	12.70	
Rustenburg Platinum	2.98	−0.05
St Helena	†17.25	−1.75
Southvaal	11.20	−0.10
Gold Fields SA	34.00	+2.00
Union Corporation	7.30	+0.05
De Beers Deferred	8.50	+0.10
Blyvooruitzicht	6.25	−0.05
East Rand Pty.	6.15	
Free State Geduld	30.00	
President Brand	†18.25	−0.45
Stilfontein	7.45	−0.08
Welkom	$6.50	−0.05
West Driefontein	$44.50	−1.00
Western Deep	15.80	

INDUSTRIALS

AECI	4.75	
Anglo-Amer. Industrial	14.25	+0.25
Barlow Rand	5.80	
CNA Investments	2.05	
Currie Finance	0.98	+0.03
De Beers Industrial	†14.75	
Edgars Consd. Inv.	3.65	
Edgars Stores	42.00	
EverReady SA	12.87	
Fed. Volksbeleggings	2.35	+0.05
Greatermans Stores	3.60	
Huletts	2.85	
LTA	2.50	
McCarthy Rodway	0.78	+0.03
NedBank	3.50	+0.05
OK Bazaars	8.30	
Premier Milling	†5.80	
Pretoria Cement	$4.45	+0.05
Protea Holdings	1.80	+0.07
Rand Mines Properties	2.65	−0.05
Rembrandt Group	3.85	
Retco	0.42	+0.03
Sage Holdings	1.60	
SAPPI	3.00	
C. G. Smith Sugar	6.15	
SA Breweries	1.53	+0.05
Tiger Oats and N. Mlg.	11.60	−0.05
Unisec	1.45	+0.03

Financial Rand U.S.$0.76
(Discount of 35½%)

SPAIN ♥

March 30	Per cent	
Asland	131.50	−0.50
Banco Central	341	—
Banco Exterior	284	—
B. Granada (1,000)	134	—
Banco Hispano	278	—
Bco. I. Cat. (1,000)	165	—
Banco Madrid	212	—
B. Santander (250)	332	+ 8
Bco. Urquijo (1,000)	269	—
Banco Vizcaya	285	+ 5
Banco Zaragozano	257	—
Dragados	215	+ 8
Espanola Zinc	94	− 1
Fecsa (1,000)	59.25	− 0.75
Gal. Preciados	69	—
Hidrola	75.25	− 1.25
Iberduero	71	− 1
Petroliber	100	—
Petroleos	163	− 0.25
Sniace	46	− 1
Sogefisa	130	—
Telefonica	79.75	+ 0.75
Union Elec.	71	− 1

EUROPEAN OPTIONS EXCHANGE

Series			April Vol.	April Last	July Vol.	July Last	Oct. Vol.	Oct. Last	Stock
ABN	C	F.354.20	2	7.50	—	—	—	—	F.361.50
AKZ	C	F.25.	—	—	10	5	—	—	F.29.40
AKZ	C	F.30	1	0.60	20	1.70	45	2.70	"
AKZ	C	F.32.50	—	—	11	0.90	11	1.60	"
ARB	C	F.78.90	2	0.10	—	—	—	—	F.74
EK	C	$50	—	—	5	16¼	—	—	$64⅛
EK	C	$60	1	4¾	—	—	—	—	"
HO	C	F.30	—	—	—	—	13	4	F.30.70
HO	C	F.32.50	—	—	5	1.70	89	2.90	"
IBM	C	$280	—	—	1	42¼	—	—	$315
IBM	C	$300	1	17⅝	—	—	—	—	"
IBM	C	$320	5	3½	—	—	4	21¼	"
KLM	C	F.110	14	0.70	—	—	1	5.20	F.102
KLM	C	F.120	9	0.10	1	1.80	—	—	"
KLM	C	F.130	—	—	10	0.90	—	—	"
NN	C	F.120.	2	0.20	—	—	—	—	F.110.50
PHI	C	F.22.50	—	—	—	—	5	1.60	F.24.40
PHI	C	F.25	10	0.30	1	0.70	15	1.10	"
PHI	C	F.27.50	—	—	25	0.30	27	0.60	"
PRD	C	$45	—	—	10	1½	—	—	$38⅞
RD	C	F.125	10	15	—	—	—	—	F.137.80
RD	C	F.130	16	7.90	15	8	—	—	"
RD	C	F.135	25	3.20	—	—	15	4.50	"
RD	C	F.140	50	1	16	1.80	21	2.50	"
RD	P	F.130	—	—	—	—	50	2.60	"
UNI	C	F.100	50	—	10	1.60	2	2.20	F.127.50
			May		Aug.		Nov.		
BA	C	$60	—	—	1	10½	—	—	$64⅛
BA	C	$70	5	1½	—	—	—	—	"

TOTAL VOLUME IN CONTRACTS 558
C=Call P=Put

BASE LENDING RATES

A.B.N. *Bank*	13 %
Allied Irish Banks Ltd.	13 %
Amro Bank	13 %
American Express Bk.	13 %
A P Bank Ltd.	13 %
Henry Ansbacher	13 %
Associates Cap. Corp.	14 %
Banco de Bilbao	13 %
Bank of Credit & Cmce.	13 %
Bank of Cyprus	13 %
Bank of N.S.W.	13 %
Banque Belge Ltd.	13 %
Banque du Rhone et de la Tamise S.A.	13½ %
Barclays Bank	13 %
Bremar Holdings Ltd.	14 %
Brit. Bank of Mid. East	13 %
■ Brown Shipley	13 %
Canada Perm't Trust	13 %
Cayzer Ltd.	13 %
Cedar Holdings	13 %
■ Charterhouse Japhet	12½ %
Choulartons	13 %
C. E. Coates	13 %
Consolidated Credits	13 %
Co-operative Bank	*13 %
Corinthian Securities	13 %
The Cyprus Popular Bk.	13 %
Duncan Lawrie	13 %
Eagil Trust	13 %
English Transcont.	12½ %
First Nat. Fin. Corp.	15 %
First Nat. Secs. Ltd.	14 %
■ Antony Gibbs	13 %
Greyhound Guaranty	13 %
Grindlays Bank	‡13 %
■ Guinness Mahon	13 %
■ *Hambros Bank*	13 %
■ Hill Samuel	§13 %
C. Hoare & Co.	†13 %
Julian S. Hodge	14 %
Hongkong & Shanghai	13 %
Industrial Bk. of Scot.	12½ %
Keyser Ullmann	13 %
Knowsley & Co. Ltd.	14½ %
Lloyds Bank	13 %
London Mercantile	13 %
Edward Manson & Co.	14 %
Midland Bank	13 %
■ Samuel Montagu	13 %
■ Morgan Grenfell	13 %
National Westminster	13 %
Norwich General Trust	13 %
P. S. Refson & Co.	13 %
Rossminster	13 %
Royal Bk. Canada Tst.	13 %
Schlesinger Limited	13 %
E. S. Schwab	14 %
Security Trust Co. Ltd.	14 %
Shenley Trust	15 %
Standard Chartered	13 %
Trade Dev. Bank	13 %
Trustee Savings Bank	13 %
Twentieth Century Bk.	14 %
United Bank of Kuwait	13 %
Whiteaway Laidlaw	13½ %
Williams & Glyn's	13 %
Yorkshire Bank	13 %

■ Members of the Accepting Houses Committee.
* 7-day deposits 10½%, 1-month deposits 10¾%.
† 7-day deposits on sums of £10,000 and under 10½%, up to £25,000 11% and over £25,000 11¼%.
‡ Call deposits over £1,000 10½%.
§ Demand deposits 11%.

COMMODITIES and AGRICULTURE

World olive oil pact drafted

GENEVA—A 33-nation conference here has drafted a new, more extensive international agreement to promote trade in olive oil after ten days of negotiations, a U.N. spokesman said.

The new record will replace a 1963 pact which has been renewed four times and expires next December 31.

Like its predecessor the new agreement will rely mainly on consultations among producers, rather than on specific economic measures, to correct imbalances between world supply and demand.

But its scope will be wider than the previous 25-nation pact, extending to all aspects of olive oil production and covering non-oil products of the olive tree.

Leading olive oil trading countries, mainly from Western Europe and the Mediterranean basin, took part in the negotiations under the auspices of the UN Conference on Trade and Development (Unctad).

The agreement emphasises the importance of third-world producers obtaining technological know-how from richer states to help them to reduce costs and improve quality.

It also provides for a possible link between the accord and the international "common fund" to finance commodity agreements.

The agreement will be opened for signature on July 1. It will come into force next January if ratified by six countries, representing together 60 per cent of world production. Reuter

Tea sale postponed

By Our Own Correspondent in Calcutta

THE FIRST auction of the new tea marketing season, scheduled for yesterday was postponed until further notice pending clarification by the West Bengal Government of whether the 1 per cent turnover tax levied in this years State Budget was applicable to tea handled by brokers at auctions.

Brokers say the turnover tax, if applied to them, will force them to boycott auctions. The commission they get from their principals is just 1 per cent and this will be wiped out if they have to bear the tax.

Disruption threatens UK butter and cheese trade

BY CHRISTOPHER PARKES

THERE IS growing concern in the British dairy industry that the delicate balance in the cheese market could be upset this year by further price rises, falling consumption and an expected increase in home production and imports from Continental creameries.

The butter trade, too, is asking for Government help to offset threatened disruption of trade this summer. One leading merchant claimed yesterday that without State intervention, there could be gaps in some supermarket butter displays later this year.

Initial estimates show cheese consumption fell 7 per cent last year, and although dairy executives feel this may be a little high, there is no doubt that consumption in Britain, already the lowest in the European Community, declined in 1978.

Sharply rising prices and unusually high stocks of overmature cheese were blamed.

The stocks have now been run down and the cheese market is running comfortably, unhampered by over-supply. But the latest devaluation of the Green Pound will add £64 a tonne to existing list prices later this year, and other increases in the pipeline could bring the total rise this year to around £130 a tonne.

Last year, following a meeting of all the EEC's main cheddar producers, Continental makers decided to limit their exports to Britain. They voluntarily reduced their exports from 30,000 tonnes in 1977 to only 19,000 tonnes.

At a similar meeting recently, while still cautious, European shippers estimated they would be sending some 25,000 tonnes this year. Another disturbing element is the uncertainty over how much cheddar New Zealand will be allowed to send in future.

Merchants are expecting an eventual increase in the consumer subsidy of about £200 a tonne. But, they say, distributors and retailers holding stocks subsidised at the present rate when the increase comes through would not be able to compete with the new prices and stood to lose £200 a tonne.

It is feared that because of this danger many traders and retailers may run down their stocks to dangerously low levels in anticipation of the change, and that some shops could temporarily run out of butter.

To avoid the danger, traders say, the Ministry of Agriculture and the Intervention Board are being pressed to guarantee to make up any losses caused by the subsidy change.

The Intervention Board has done so in the past, but because of the administrative complications experienced then, the Board vowed it would never repeat the scheme.

Zaire denies copper cutback

BY JOHN EDWARDS, COMMODITIES EDITOR

ZAIRE HAS again firmly denied strong market rumours that it is about to declare force majeure on its copper export contracts.

A spokesman in Brussels for Sozacom, the Zaire state metals trading company, told Reuters that there was no change from his comments last week that Zaire was meeting all its March deliveries and production had been restored to normal after falling in January and February.

London markets sources remained sceptical. One merchant claimed he had received a telex refusing further price fixations for Zaire copper.

Consumers appear to be receiving somewhat delayed deliveries but are uncertain about the future, since it is thought that stocks in Belgium have been exhausted by the lack of new supplies from Zaire.

Apprehension about Zambian supplies was also raised by news that guerrillas had derailed in Rhodesia a train carrying copper on the export route via South Africa.

There was no news of the progress made in negotiations seeking to avert a strike, due to start on April 4 at Noranda's big Canadian copper refinery. A new bid to end the Gaspe copper mine stoppage is planned this week.

As expected copper stocks held in LME warehouses fell by 8,375 tonnes cutting total holdings to 254,450 tonnes.

The market moved higher initially on news of the Zambian copper train derailment, but further profit-taking sales then emerged and cash wirebars closed £3 lower at £1,016.5 a tonne.

A rise of 1,275 tonnes in lead stocks, lifting total holdings to 17,750 tonnes, depressed the market. Cash lead dropped by £15.5 to £556.5 a tonne.

Tin stocks rose only marginally from a sharp fall in the Penang market over the weekend and cash tin closed £137.5 down at £7,092.5 a tonne.

Zinc holdings rose by 775 to 73,125 a tonne and prices followed the downward trend in lead and copper. Aluminium stocks increased by 1,325 to 13,925 tonnes.

Tin price rise sought

BY WONG SULONG IN KUALA LUMPUR

MALAYSIA SAID it would present proposals for an upward revision of tin prices at the International Tin Council meeting in London in July.

Mr. Paul Leong, Malaysian Minister of Primary Industries, said the proposals would be in line with higher production costs and in view of the rapid depletion of workable tin land all over the world.

He said tin producing countries would meet in June in Manila to review the ITC's price range, and to prepare for the sixth ITC agreement, which should come into force in June 1981.

The current tin agreement price range is between a "floor" of 1,350 and a "ceiling" of 1,700 Ringgits per pikul. But the market price of the metal for the past year has been well above 1,800 Ringtits and is currently over 1,900 Ringgits.

Producers raise coffee estimates

By Our Commodities Staff

THE AMOUNT of coffee available for export from the world's main coffee producers in the 1978-79 crop year will be about 58.48m bags, according to International Coffee Organisation figures.

Earlier estimates put availabilities at between 52.38m and 56.38m bags.

Total production estimates have also been raised from between 69.87m and 73.87m bags to 76.53m bags, Reuter reports.

Brazil's 1978-79 crop is estimated at 21.3m bags against 20m in the previous season and exportable production in 1978-79 is put at 14.3m bags against 13m in 1977-78.

Colombia's crop is estimated at 10.8m bags against 11.15m in 1977-78.

The organisation's board yesterday began a five-day meeting to review the market and discuss price stabilisation measures.

In Washington spokesmen for the smaller coffee companies told a Congressional committee price wars between the two major companies were driving smaller firms out of business.

In the London Terminal Market yesterday the July position lost £62, closing at £1,436.

Traders cited the ICO's raised estimates of exportable coffee supplies along with technical factors encouraging the decline.

UK nickel and platinum cheaper

By Our Commodities Editor

A CUT in the sterling price for nickel, effective from yesterday, has been announced by International Nickel.

Its price for plating nickel is reduced from £2,523.14 to £2,480.56 a tonne. The price is calculated monthly based on the dollar/sterling exchange rate and the reduction merely reflects the decline in the value of the dollar against the pound.

Sterling price of platinum has also been cut by Rustenburg Mines from £164.50 to £159 a troy ounce because of the fall in the value of the dollar. Similar price cuts have been made for palladium, iridium and rhodium.

RUBBER MARKET

Quick action needed to avoid scarcity

BY BRIJ KHINDARIA IN GENEVA

SEVERE SHORTAGES of both natural and synthetic rubber are likely in the 1980s if producers fail to take key investment decisions soon.

Natural rubber seems particularly well placed at this time to forge ahead in its tussle for markets with synthetic rubber, although the likely expansion of demand for rubber products as a whole will leave plenty of room for both types.

Trade experts here point out that under current World Bank assumptions concerning the future growth of the world economy, global demand for rubber products is expected to grow at an average rate of 5 to 5.5 per cent per year up to 1990, about 1 per cent below the historical rate.

Despite this slower growth of demand for rubber products, compared with the past 25 years, both natural and synthetic rubber will have ample scope to flourish. But it remains far from clear whether rubber producers will — or are able to — respond to the challenge.

More short-term price stability for rubber seems within reach now because of on-going negotiations for an international natural rubber arrangement under the auspices of the UN Conference on Trade and Development. Quick progress has occurred in these negotiations and an international arrangement is expected to be concluded this year.

But to increase natural rubber supplies in the 1980s investment decisions will have to be made immediately in the key producing countries. These are Malaysia, Indonesia and Thailand, accounting for more than 80 per cent of the world total. Sri Lanka, India, Liberia and Nigeria, provide another 12 per cent.

In addition to increasing output, for example, through replanting of old trees with new varieties and raising yields through chemical stimulants, governments will have to protect continuity of supplies by ensuring that the small growers receive adequate prices.

Concern about security of supply looms large in the minds of natural rubber consumers in industrialised countries who must rely on a raw material produced thousands of miles away.

To reduce the dependence of consumers on the traditional suppliers, international help should be increased to viable rubber projects in West Africa, Latin America and small Asian producing countries.

Developing country exports of natural rubber should grow at an average 3.8 per cent per year up to 1990, compared with a historical rate of 2.8 per cent according to estimates by the UN Food and Agriculture Organisation. The rates should be 5.2 per cent yearly between 1976 and 1980, 3.6 per cent yearly between 1980 and 1985, and 2.9 per cent yearly between 1985 and 1990.

Imports of natural rubber by both developed and developing countries should rise at about 4.5 per cent annually up to 1990, while imports by the centrally planned economies should rise by about 2 per cent a year.

China's imports are also expected to rise during the next 15 years, but a slowdown will occur in the 1980s as more locally produced synthetic rubber becomes available.

Producers of natural rubber face an unprecedented opportunity not only to halt their downward slide in competition with synthetic rubber but also to grab a larger share of the total market which they dominated almost exclusively before the Second World War.

But without international financial help they stand little chanceof taking full advantage of the favourable prospects, thought to be better than at any time in the last 20 years.

The industry has yet to reap the full benefits of 20 years of long-term research and development programmes, better marketing techniques, more rational management, quality control and product improvement measures, and better technology.

Huge productivity increases can be reaped during the next 30 years by wider use of existing tree-breeding and selection technology.

Old, low-yielding, trees can also at least double their latex output through the use of chemical stimulants. Labour costs can be reduced and rubber supply can be made more responsive to shorter term market price conditions.

Pessimism in U.S. over sugar policy

WASHINGTON—The Carter Administration's policy advisers are increasingly pessimistic about the chances for quick Congressional enactment of a new domestic sugar programme and Senate ratification of the International Sugar Agreement (ISA) before the June 30 deadline, reports Reuter.

Officials said the proposed legislation and ISA approval appear to be caught in a growing dispute involving various sweetener interests, factions within Congress, and the Administration.

One adviser said there was less than a 50 per cent chance that the Senate would ratify the ISA before June 30 now that domestic legislation has become "bogged down" in the House.

A White House agricultural analyst urged the Senate to ratify the ISA on its own merits.

But Sen. Frank Church, who chairs the Senate foreign relations committee, has linked ratification of the ISA to the enactment of an acceptable domestic sugar programme.

● Sugar price movements will remain dull until details of the EEC crop or the course of U.S. sugar policy induce a more positive response, sugar broker E. D. and F. Man said in its latest review of the market.

Weather remains the major factor in predicting the size of the EEC crop.

BRITISH COMMODITY MARKETS

BASE METALS

COPPER—Easier on balance on the London Metal Exchange. Forward opened at £1,031 and moved up to £1,038 on the pre-market on reports that a Zambian copper train had been derailed and following rumours of an imminent force majeure declaration by Zaire. However, the market then came under profit-taking which brought the price back to £1,033.5 on the morning kerb. A denial of the force majeure rumour saw forward metal fall further in the afternoon to close at £1,024 on the late kerb with no lead coming from Comex, which opened late because of a computer failure. Turnover 18,300 tonnes.

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Wirebars				
Cash	1024-.5	—2	1016-7	—3
3 months	1033-.5	—2.75	1026.5-7	—2.25
Settl'm'nt	1024.5	—2	—	......
Cathodes				
Cash	1017-.5	—2.25	1014-5	+2
3 months	1026.5-7.5	—2.5	1021-2	—2.25
Settl'm'nt	1016.5	—2.5	—	......
U.S. Smt.	—	......	*98-103.25	......

Amalgamated Metal Trading reported that in the morning cash wirebars traded at £1,023.5, 23, three months £1,036, 35, 34, 33, 34, 35, 36, 34, 33.5, 34, 33.5. Cathodes: cash £1,017, 16.5, three months £1,028, 27. Kerbs: Wirebars three months £1,033, 33.5, 34. Afternoon: Wirebars three months £1,031, 30, 29, 28, 26, 27, 28, 29, 28, 28.5, 27, 28, 27, 26, 25.5, 26, 26.5, 27. Kerbs: Wirebars three months £1,025, 25.5, 25, 24.

TIN—Lost ground following the sharp fall in the Penang market which saw forward metal open lower at £7,130 and decline further as selling pressure pushed the price down to £7,070 on the morning kerb. In the afternoon stale bull liquidation and chartist selling depressed the price to £7,000 before covering against U.S. physical business prompted a modest rally to £7,040 on the late kerb. Turnover 1,285 tonnes.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —
High Grade	£	£	£	£
Cash	7190-210	—110	7120-50	—140
3 months	7100-01	—120	7040-60	—155
Settlem't	7210	—110	—	......
Standard				
Cash	7150-60	—115	7085-100	—137
3 months	7065-70	—150	7000-10	—158
Settlem't	7160	—120	—	......
Straits. E.	‡1923	—37		......
New York	—	......		......

Morning: Standard three months £7,120, 10, 7,100, 7,090, 85, 80, 70, 80, 70. High Grade three months £7,110. Kerbs: Standard three months £7,070. Afternoon: Standard three months £7,065, 60, 50, 40, 30, 20, 10, 7,007. Kerbs: Standard three months £7,000, 10, 20, 25, 30.

LEAD—Sharply lower, reflecting a larger than expected increase in stocks and the downturn in copper. After trading up to £534 in the morning prior to the stocks announcement, forward metal fell back to £522 as long liquidation prompted stop-loss selling. However, the lower levels brought out trade support and forward metal ended the late kerb at £525. Turnover 9,050 tonnes.

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	567-8	—18	556-7	—15.5
3 months	530-1	—8.25	523.5-4.5	—12.5
Sett'ment	568	—18	—	......
U.S. Spot	—	......	*44	......

Morning: cash £566, 68, 69, 68, three months £533, 32, 31, 30, 29, 28, 29, 29.5, 32, 31, 30. Kerbs: three months £531. Afternoon: three months £530, 31, 30, 29.5, 28, 26, 25, 23, 24. Kerbs: three months £524, 25, 24, 25, 24.5, 25.

ZINC—Fell away in quiet trading following the downturn in other base-metals. Forward metal edged up to £404 before coming off to close a fraction above the day's lowest point at £394.5. Turnover 4,850 tonnes.

ZINC	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	391-.5	—7.25	385-6	—11
3 months	401-2	—4.75	395-6	—9
S'ment	391.5	—7.5	—	......
Prim.west	—	......	*37.5	......

Morning: cash £391, three months £402, 1, 2, 3, 2. Kerbs: three months £400, 399, 98, 97, 98. Afternoon: three months £399, 98, 97, 96, 95, 94, 94.5, 96. Kerbs: three months £395.5, 95, 94, 92, 93, 94, 95, 94.

ALUMINIUM—Marginally easier on balance. After opening at £778 forward metal rose to £781 in the morning rings following influential buying from one quarter, but later fell back in line with other metals to close on the late kerb at £770. Turnover 5,150 tonnes.

Alumin'm	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Spot	780-2	+2	771-2	—5.5
3 months	778-9	+2	769.5-70	—3.75

* Cents per pound. ‡ $M per picul. † On previous unofficial close.

Morning: three months £780, 79, 78, 79, 78. Kerbs: htree months £779, 81. Afternoon: three months £779, 75, 73, 74, 73, 71, 70, 69, 69.5. Kerbs: three months £771, 70, 69, 70, 69, 68, 69, 70.

SILVER

Silver was fixed 0.2p an ounce lower for spot delivery in the London bullion market yesterday at 360.4p. U.S. cent equivalents of the fixing levels were: spot 746.1c, up 0.8c; three-month 763.2c, up 1.4c; six-month 780.8c, up 1.9c; and 12-month 808.2c, up 4.2c. The metal opened at 359¾-360¾p (745-748c) and closed at 360½-361½p (746-748c).

SILVER per troy oz.	Bullion fixing price	+ or —	L.M.E. close	+ or —
Spot	360.4p	—0.2	358.7p	+0.55
3 months	369.8p	+0.5	368.4p	+1.3
6 months	378.5p	+0.4	—	......
12 months	393p	+1.1	—	......

LME—Turnover 154 (298) lots of 10,000 ozs. Morning: Three months 369.7, 9.6, 9.8, 9.7, 9.9, 9.8. Afternoon: Three months 369, 68.7, 68, 8.3, 68, 8.5. Kerbs: Three months: 369, 9.5, 70, 70.5.

COCOA

Initially easier but thereafter traded quietly within a narrow range, reported Gill and Duffus.

COCOA	Yesterday's Close	+ or —	Business Done
May	1654.0-56.0	—4.0	1665.0-49.0
July	1630.0-31.0	—10.5	1638.0-25.0
Sept.	1656.0-58.0	—10.0	1660.0-50.0
Dec.	1720.0-22.0	—12.5	1727.0-20.0
March	1755.0-56.0	—9.0	1756.0-48.0
May	1775.0-82.0	—4.0	1775.0
July	1785.0-1815	......	1800.0

Sales: 2,269 (1,655) lots of 15 tonnes.

International Cocoa Organisation (U.S. cents per pound): Daily price March 30: 149.79 (151.67). Indicator prices for March 30: 15-day average 152.53 (153.10); 22-day average 154.05 (154.63).

COFFEE

London opened unchanged to £10 down during a slightly easier call, reported Drexel Burnham Lambert. Through the morning values tended to drift lower as the market appeared nervous ahead of the ICO meeting. In the afternoon further long liquidation and producer orientated selling prolonged the decline and eventually triggered stop-loss orders. Values finally ended £36-£75 down from Friday's close.

COFFEE	Yesterday's Close	+ or —	Business Done
	£ per tonne		
May	1428-1430	—55.5	1473-1438
July	1435-1437	—63.0	1498-1432
September	1458-1459	—64.0	1523-1467
November	1465-1469	—70.5	1534-1460
January	1472-1475	—74.5	1542-1478
March	1470-1471	—70.5	1550-1471
May	1475-1479	......	1559-1550

Sales: 7,197 (6,522) lots of 5 tonnes.

ICO Indicator prices for March 30 (U.S. cents per pound): Colombian Mild Arabicas 137.50 (137.00); unwashed Arabicas 144.00 (same); Robustas ICA 1968 139.00 (same); Robustas ICA 1976 138.00 (137.50); other Mild Arabicas 134.67 (134.50). Composite daily average 133.22 (132.41).

GRAINS

MARK LANE—Quiet but steady with little offered. Nominal values: Milling wheat delivered London area: April £101.50, May-June 105.00. Denaturable quality wheat deliver East Anglia: April £100.00, May-June 103.00. Feed barley delivered East Anglia: April 97.25, May-June 99.00.

LONDON FUTURES (GAFTA)—The market opened unchanged to 10p higher on May wheat. March came on the board at 103.00, wheat 97.00 bulky. The volume was very thin and values remained steady on old crops to close 10p up on wheat and 25p up on barley. New crops saw very little trade and values closed 5p lower to 5p higher on wheat and 5p lower to 15p up on barley, Acli reported.

WHEAT			BARLEY	
M'nth	Yesterday's close	+ or —	Yesterday's close	+ or —
May	100.30	+0.10	96.50	+0.25
Sept.	93.05	—0.05	86.90	......
Nov.	96.15	+0.05	90.20	+0.10
Jan.	99.65	......	93.80	+0.15
Mar.	102.95		96.95	......

Business done—Wheat: May 100.40-100.30, Sept. 93.05-93.05, Nov. 96.15-96.10, Jan. 99.65-99.65, March 102.95-102.95. Sales: 74. Barley: May 96.50-96.40, Sept. 86.95-86.75, Nov. 90.20-90.20, Jan. nil, March 97.00-97.00. Sales: 94.

HGCA—Average UK prices for week ending March 29—Other milling wheat £98.70 (+1.40); feed wheat £97.20 (+1.50); feed barley £93.00 (+0.70); malting barley £97.60 (—0.60).

IMPORTED—Wheat: CWRS No. 1, 13½ per cent, unquoted. U.S. Dark Northern Spring No. 2, 14 per cent, April-May 81.75, May 80.75, June 79.50, transhipment East Coast. U.S. Hard Winter, 13½ per cent, unquoted. EEC unquoted. Maize: U.S./French April 110.25, May 111.25, transhipment East Coast. South African White unquoted. South African Yellow May 74.00 UK. Barley: English feed fob April 97, April-June 98, Oct.-Dec. 92.50, Jan.-March 97.50, East Coast.

HGCA—Location ex-farm spot prices. Other milling wheat: Cambridge 98.00. Feed barley: Central Scotland 93.10, Cambridge 92.60.

The UK monetary coefficient for the week beginning April 9 (based on HGCA calculations) is expected to decrease to 1.233.

RUBBER

SLIGHTLY STEADIER opening on the London physical market. Little interest throughout the day, closing easier. Lewis and Peat reported a Malaysian godown price of 271 (268.5) cents a kilo (buyer, April).

No. 1 R.S.S.	Yesterday's Close	Previous Close	Business Done
May	65.05-65.40	63.50-64.00	64.40-63.40
June	64.15-64.20	64.50-64.90	64.20-64.20
Jy-Sept.	65.10-65.15	65.65-65.90	65.70-65.15
Oct.-Dec.	68.40-68.45	67.20-67.25	67.50-68.40
Jan-Mar	67.60-67.65	68.80-68.85	68.70-67.60
Apr-Jne	68.15-69.50	70.20-70.50	70.00-69.50
Jy-Sept.	71.10-71.15	72.10-72.15	71.35-71.15
Oct-Dec	72.70-72.85	74.35-74.40	75.35-72.80
Jan-Mar	74.50-74.90	76.15-76.20	75.85-75.60

Sales: 283 (262) lots of 15 tonnes, 20 lots of 5 tonnes.

Physical closing prices (buyers) were: Spot 62.5p (62.0); May 63.25p (63.4); June 63.75p (same).

JUTE

JUTE—Quiet. April, c. and f. Dundee: BWC £252, BWD £238, BTC £256, BTD £223; c. and f. Antwerp: April BWB $550, BWC $502, BWD $470, BTB $556, BTC $513, BTD $490. Jute goods—steady. C. and f. Dundee April: 40-in, 10-oz £1,198, 40-in 7.5-oz £935. "B" twils £3,195.

SOYABEAN MEAL

The London market opened slightly easier and drifted to show losses of 50p, reported T. G. Roddock. At this level good buying support was evident.

	Yesterday Close	+ or —	Business Done
	£ per tonne		
April	118.00-32.0	—1.0	—
June	128.70-28.8	—0.25	127.10-126.70
August	128.50-28.5	—0.75	128.50-128.00
October	125.50-27.5	—1.2	127.00
December	125.40-25.5	—1.5	125.50
February	125.10-27.0	—0.7	—
April	127.70-28.0	—0.9	—

Sales: 115 (97) lots of 100 tonnes.

SUGAR

LONDON DAILY PRICE (raw sugar): £101.00 (£103.00) a tonne cif for March-April shipment. White sugar daily price was fixed at £102.50 (£101.50).

Opening quotations were little changed from pre-weekend levels but losses of some 100 points occurred later, following news that India was inviting further bids, reported C. Czarnikow.

Sugar Pref. Comm. Con.	Yesterday's Close	Previous Close	Business Done
	£ per tonne		
May	105.50-05.10	107.00-07.05	106.25-04.70
Aug.	108.80-08.85	110.75-10.80	110.15-08.50
Oct.	111.55-11.75	113.70-13.75	113.70-11.50
Dec.	114.50-14.55	116.55-16.75	115.40-14.50
March	118.75-19.00	120.75-20.80	[illegible]
May	121.00-21.25	122.75-23.00	—
Aug.	124.00-24.50	126.00-26.25	126.00

Sales: 3,002 lots of 5 tonnes.

Tate and Lyle ex-refinery price for granulated basis white sugar was £264.85 (same) a tonne for home trade and £170.00 (£171.50) for export.

International Sugar Agreement (U.S. cents per pound fob and stowed Caribbean port). Price for March 30: Daily 8.48 (8.44); 15-day average 8.48 (same).

WHITE SUGAR—Close (in order buyer, seller, business, sales). July 105.00, 105.25, 105.00-104.25, 64; Sept. 110.50, 110.75, 112.00-110.50, 52; Nov. 114.30, 114.50, 115.50-114.00, 9; Feb. 121.75, 122.00, 123.75-122.25, 38; April 125.75, 126.00, 128.25, 17; July 129.00, 132.00, nil, nil; Sept. 132.00, 138.00, nil, nil. Sales: 180.

WOOL FUTURES

LONDON GREASY—Close (in order buyer, seller): May 243.0, 247.0; July 247.0-253.0; Oct., Dec., March, May, July and Oct. all 250.0-255.0. Sales Nil.

NEW ZEALAND CROSSBREDS—Close (in order buyer, seller): May 198.0, 202.0; July 202.0, 206.0; Oct. 205.0-207.0; Dec. 207.0, 211.0, March, May, July and Oct. all 207.0, 213.0. Sales: Nil.

SYDNEY GREASY—Close (in order buyer, seller, business, sales). Micron Contract: May 410.0, 414.0, 417.0-413.0, 28; July 421.0, 424.0, 425.0-424.0, 26; Oct. 415.0, 415.5, 417.0-415.0, 72; Dec. 414.0, 415.0, 417.5-414.5, 97; March 416.0, 417.0, 419.5-416.0, 37; May 416.5, 417.0, 419.0-417.0, 19; July 417.0, 417.5, 422.5-417.0, 47; Oct. 418.0, 422.0, nil, nil. Sales: 326.

MEAT/VEGETABLES

MEAT COMMISSION—Average fatstock prices at representative markets on week ending March 31. GB cattle 72.56p per kg lw (—0.16). UK sheep 167.5p per kg est. dcw (+7.2). GB pigs 58.1p per kg lw (—0.9). England and Wales: Cattle numbers up 0.2 per cent, average price 73.07p (—0.04). Sheep numbers up 11.7 per cent, average price 169.0p (+6.1). Pig numbers down 6.0 per cent, average price 59.0p (—0.9). Scotland: Cattle numbers up 16.6 per cent, average price 71.10p (—0.32). Sheep numbers down 2.5 per cent, average price 159.3p (+10.6). Pig numbers up 14.9 per cent, average price 62.8p (+0.3).

SMITHFIELD—Pence per pound. Beef: Scotch killed sides 54.0 to 58.0, Eire hindquarters 66.0 to 70.0, forequarters 34.0 to 38.0.

PRICE CHANGES

in tonnes, unless otherwise stated.

	Apr. 2 1979	+ or —	Month ago
Metals			
Aluminium	£710	......	£710
Free Mkt (cs)	$1,585-595	—20.0	$1,475/95
Copper			
Cash w'bar	£1016.5	—3.0	£988
3 mth	£1026.75	—2.25	£1,003.25
Cash Cathode	£1014.5	+2.0	£980
3 mth	£1021.5	—2.25	£998
Gold troy oz.	$239.925	+1.00	$238.25
Lead cash	£556.5	—15.5	£550.5
3 mth	£524	—12.5	£513.5
Nickel	£2480.56	—42.58	£2,520.98
Freemkt(cif)(lb)	$2.45/50c	......	$2.10/25c
Platin'm tr'y oz	£159	—5.5	£164.5
Free mkt	£188.5	—2.85	£195.85
Quicksilver	$257/62	......	$230/40
Silver troy oz	360.4p	—0.2	364.1p
3 months	369.8p	+0.5	373.5p
Tin cash	£7,092.5	—137.5	£7,375
3 mths	£7,005	—158.0	£7,202.5
Tungsten	$137.51	......	$134.1
Wolfrm 22.04 cif	$135/38	—1.0	$142/49
Zinc cash	£385.5	—11.0	£387.5
3 months	£395.5	—9.0	£398.75
Producers	$800	......	$800
Oils			
Coconut (Phil)	$1,020	+5.0	$1,010
Groundnut	‡		
Linseed Crude	£432	+9.0	£395
Palm Malayan	$572r	—12.0	$660
Seeds			
Copra Philip	$686s	—0.5	$675
Soyabean (U.S.)	$317.9r	—0.8	$307.7
Grains			
Barley Futures	£96.9	......	£95.85
Maize			
French No 3 Am	£110.25	+0.25	£109.5
Wheat			
No. 1 Red Spg	‡		
No2HardWint	£89.75	......	£90
Eng. Milling †	£101.5	—1.5	£98
Other commodities			
Cocoa ship't	£1,698	—18.0	£1,744.5
Future July	£1,630.5	—10.5	£1,781
CoffeeF't'rJuly	£1,436	—63	£1,405
Cotton A'index	73.35c	—0.2	76.05c
Rubber kilo	62p	+1.0	59.75p
Sugar (Raw)	£101	—2.0	£101
Wooltp's 64s kl	291p	......	288p

* Nominal. † New crop. ‡ Unquoted. p April-May. q May-June. c-May. s June-July. r April-June. w Per ton. z-Indicator. § Buyer.

Veal: English fats 56.0 to 74.0, Dutch hinds and ends 86.0 to 95.0.

Lamb: Imported frozen N.Z. PL 48.0 to 49.0, PM 47.0 to 48.5.

Hoggets—English 36.0 to 72.0, Scotch 38.0 to 72.0.

Pork: English under 100 lbs 34.0 to 45.0, 100-120 lbs 36.0 to 43.0, 120-160 lbs 34.0 to 41.0.

MEAT COMMISSION—Average fatstock prices at representative markets on April 2. G.B. cattle 73.27p per kg lw (+0.41). U.K. sheep 174.5p per kg est dcw (+9.1). G.B. pigs 60.1p per kg lw (+1.41). England and Wales: Cattle numbers down 2.2 per cent, average price 73.82p (+0.48). Sheep numbers down 16.7 per cent, average price 179.2p (+11.4). G.B. pigs numbers down 9.6 per cent, average price 60.0p (+1.4). Scotland: Cattle numbers up 4.3 per cent, average price 70.01p (—0.66). Sheep numbers up 40.2 per cent, average price 159.8p (+1.8). Pig numbers up 4.7 per cent, average price 64.9p (—0.2).

COVENT GARDEN—Prices in sterling per package except where otherwise stated. Imported Produce: Oranges—Spania: Navels 3.20-3.80. Bloods 3.00-3.30; Israeli: Shamouti 4.40-4.50; Cyprus: 3.30-4.20; Moroccan: Valencia Lates 3.80-4.00. Ortaniques—Jamaican: 46/126 6.50-8.50. Lemons—Italian: 120s 5.00; Cyprus: Trays 3.40-4.30, cartons 126/180s 4.00-6.00; Spania: Trays 30/40/45 2.40-2.50. Grapefruit—Cyprus: 2.50-4.20; Israeli: Jaffa 27/88 3.45-4.25.

Apples—South African: Dunn's 6.00-6.50, Golden Delicious 7.00, Starkings 9.00; French: Golden Delicious (40 lb) 138/175s 3.30-4.50, (20 lb) 72s 2.10-2.20, 84s 1.80-1.90, Granny Smith (40 lb) 138/163 4.60-6.20, (20 lb) 72s 2.80, 84s 2.40, (jumble pack) per pound 0.08-0.10, Starkrimson (40 lb) 138/198s 4.00-5.60, (20 lb) 84s 1.80-2.00, 72s 2.00-2.20, (jumble pack) per pound 0.08. Starking (40 lb) 150/175s 3.60-5.00; Hungarian: Starking 40 lb 4.80; Italian: Granny Smith per pound 0.10-0.11. Pears—Per pound. Italian: Passacrassane 0.14; South African: Williams Bon Chretien 7.00, Beurre Hardy 5.80. Plums—South African: Per pound Kelsey/Sungold 0.50-0.53, Golden King 0.50-0.53. Bananas—Jamaican: Per 28 lb 4.00-4.50. Pineapples—South African: 10/11s 3.60-4.30; Ivory Coast: each 0.40-0.90. Grapes—South African: Cartons, Alphonse 5.00, Waltham Cross 5.80, Barlinka 5.80, Prune de Cazoul 5.30, New Cross 5.00. Strawberries—Per 8 oz Israeli: 0.53-0.55; Spanish: 0.55. Avocados—Israeli: 3.50-3.60. Melons—Chilean: White 15 kg 6.50, Green 8/11 6.00; South African: Small boxes 2.50-3.00; Colombian: Green 4.50, Yellow 4.00. Onions—Dutch: 1.80-2.40; South African: 22 lb 1.80; Hungarian: 55 lb 2.40; Canadian: 50 lb 3.00; Polish: 55 lb 2.50-3.50; Chilean: 5.30-6.50. Tomatoes—Canary: 3.50-4.50; Jersey: Per pound 0.45-0.50. Cucumbers—Canary: 10/16s 2.40-2.80; Dutch: 12/16s 2.80-3.00. Cauliflowers—French: 24s 8.30-8.50; Jersey: 8.30-8.50. Lettuce—Dutch: 24s 3.60; French: 12s 1.80. Celery—Spanish: 15/36s 3.60-4.50; Florida: 36s 7.50. Cabbages—Dutch: White, net 5.60-5.80; West Germany: 5.30-5.50. Potatoes—Canary: 25 kg 4.30-4.40; Egyptian: 50 lb 3.80-4.00. Capsicums—Canary: 5 kg 5.40; Cuban: 3.50.

English Produce: Potatoes—Per 25 kg 1.70-2.20. Lettuce—Per 12 round 1.80-2.00. Mushrooms—Per pound 0.40-0.50. Apples—Per pound Bramley 0.05-0.11; Cox's Orange Pippin 0.08-0.17; Spartan 0.06-0.10; Laxtons 0.05-0.06. Pears—Per pound Conference 0.11-0.16. Beetroot—Per 28 lb 0.80. Carrots—Per 28 lb 1.20-1.80. Onions—Per 28 lb 1.80-2.80. Rhubarb—Per pound 0.18-0.24. Swedes—Per 28 lb 0.90-1.00. Turnips—Per 28 lb 1.20-1.30. Parsnips—Per 28 lb 1.40-1.70. Sprouts—Per pound 0.20-0.22. Cucumbers—Tray 12/18s 2.60-3.30. Tomatoes—Per pound 0.46-0.50.

Australia reluctant to join wheat pact

WASHINGTON — Australia is reluctant to become involved in a cartel of major wheat producing nations, Mr. Douglas Anthony, Deputy Prime Minister and Minister for Trade and Resources said yesterday.

He said Australia's reservations about such an arrangement are partly because of the reaction of consuming, particularly developing, countries.

Mr. Anthony will be talking with Mr. Bob Bergland, U.S. Agriculture Secretary, today and Mr. Otto Lang, Canadian Wheat Board minister, in Ottawa next week, and will survey the collapse of International Wheat Agreement negotiations with the two officials.

Reuter

Good demand for wool

WELLINGTON—World-wide demand for wool is good, according to Mr. John Clarke, New Zealand Wool Board chairman.

He told a meeting of the Meat and Wool Board's electoral committee yesterday that Japan had bought 168,000 bales of New Zealand wool so far this season, 142 per cent more than in the same period of last season, while total exports in the first half of the season were up by 120,000 bales to 720,000.

Noting the Board's delegation to Taiwan, Hong Kong and Korea late last year and activity in Eastern Europe, he said another delegation is due to leave for China in three weeks. The Board was well aware of the potential that rapid industrialisation in China could have for New Zealand wool growers, he added.

Reuter

EUROPEAN MARKETS

● Commodity market coverage in these columns is being extended to include French sugar, cocoa, coffee, soyabean meal and wool market closing prices. More U.S. futures markets will also be covered including silver, live cattle, hogs, eggs, pork bellies and plywood from Chicago and orange juice and potatoes from New York.

ROTTERDAM April 2.

U.S. No. Two Dark Hard Winter wheat 13.5 per cent not offered. U.S. Hard Winter wheat ordinary not offered. U.S. No. Two Red Winter wheat June $148, July $144, August $145. U.S. No. Two Northern Spring Wheat 14 per cent May $151, June $148, July $146.50, August $146.50.

Maize—U.S. No. Three Corn Yellow AFL $128.50, March $128, April $126.75, May $126, June $124.50, July/Sept. $125, Oct./Dec. $126, Jan./March $132.

Rye—U.S. No. Two Canadian Western unquoted.

Oats—U.S./Plate unquoted, rest unquoted.

Sorghum—Argentina/U.S. Spot $121, AFL $108, April $108, May $108, June $108.

Soyabeans—U.S. Two Yellow Gulf Ports AFL $311.50, March/April $311.50, May $311.75, June/August $313, Sept. $310, Oct. $286.25, Nov. $284.25, Dec. $288.25, Jan. $291.50, Feb. $295.50, March $296.50. Sellers, Brazil: Yellow FAQ unquoted, Argentine mid-April/mid-May $301.50, June/July $300.50.

Soyameal—44 per cent protein U.S. AFL $244.50, March/April $244.50, April/Sept. $245, Nov./March $241, Brazil pellets AFL $248.50, March: $248.50, April/May $249, April/Sept. $251, Nov./March $251.

INDICES

FINANCIAL TIMES

Mar. 30	Mar. 29	M'nth ago	Year ago
268.83	274.73	271.75	238.28

(Base: July 1, 1952=100)

MOODY'S

Mar. 30	Mar. 29	M'nth ago	Year ago
1047.1	1046.5	1078.5	905.8

(December 31, 1931=100)

DOW JONES

Dow Jones	Mar. 30	Mar. 29	Month ago	Year ago
Spot	378.09	379.86	385.46	363.42
F'tur's	387.09	388.38	383.68	352.87

(Average 1924-25-26=100)

REUTERS

Apr. 2	Mar. 30	M'nth ago	Year ago
1565.3	1569.6	1544.8	1433.4

(Base: September 18, 1931=100)

COTTON

LIVERPOOL COTTON—Spot and shipment sales in Liverpool amounted to 264 tonnes. Fair demand developed with continual interest in African and Middle Eastern growths. North and South American styles also attracted attention.

GRIMSBY FISH—Supply poor, demand good. Prices at ship's side (unprocessed) per stone: Shelf cod £4.40-£5.60, codlings £2.60-£4.00; large haddock £4.00-£4.40, medium £3.60-£4.50, small £2.90-£3.50; large plaice £4.00, medium £3.50-£4.20, best small £3.50-£4.30; medium skinned dogfish £12.00; medium lemon soles £8.50, large £9.50; saithe £2.90-£2.50.

TEA—51,022 packages were offered at yesterday's London auction. North Indian and African teas were generally lower by 2 to 5p per kilo. Plainer Ceylons also fell by 1 to 3p. Average price indications: quality 123p per kilo (128), medium 106p (107), plain 78p (75).

Gilts respond to hopes of Minimum Lending Rate cut

Equities firm despite lack of institutional support

Account Dealing Dates

Option *First Dealings	Declarations	Last Dealings	Account Day
Mar. 12	Mar. 22	Mar. 23	Apr. 3
Mar. 26	Apr. 5	Apr. 6	Apr. 18
Apr. 9	Apr. 19	Apr. 20	May 1

* "New time" dealings may take place from 9.30 am two business days earlier.

Government stocks set the pace in stock markets yesterday at the start of the second and final leg of the current trading Account. Hopes that Minimum Lending Rate would soon be reduced, possibly in today's financial holding package, were reflected in revived domestic and overseas demand directed initially at the shorter end of the market where gains extending to ¼ were established at one stage. The longs were almost as firm but trade here was more sporadic until foreign interest developed in the later business.

Equities flattered early on, helped by the Marplan poll of a prospective 15 per cent Conservative lead in the election but in the continued absence of institutional support leading shares fluctuated narrowly. The latest FT survey of business and economic trends which was taken before last week's Government defeat had no influence on sentiment.

Trade was much reduced from the higher levels of last week and included frequent small orders on public account with sellers having a slight edge. Many bed and breakfast deals were completed. The FT 30-share index reflected the drifting tendency with a gain of 2.5 at 10 am being whittled away to only 1.4 at the close of 532.2. Official markings fell to 5,883 as against last week's average of 8,444.

A combination of foreign and local support, based largely on MLR hopes, gave short-dated British Funds a boost. Gains extending to ⅜ were fairly numerous before profit-taking after the official close of business clipped the improvements by ⅛. The mediums and longs found the going more laborious but they too in the end secured rises ranging to ⅜ following late overseas interest.

Trade in investment currency, in common with most other markets, was considerably below that experienced last week. Rates opened steady but soon moved lower and the premium closed at the day's lowest of 57 per cent for a fall of four points on the day. Yesterday's SE conversion factor was 0.7918 (0.7817).

Reflecting the lower volume of activity in equities, the number of contracts recorded in the Traded options market fell to 1,016 compared with Friday's 1,791 and last week's daily average of 2,906. Among the more active stocks were *Courtaulds, with 199 deals* and Marks and Spencer with 148.

Banks firm

The major clearing banks edged higher in moderate trading. **Bank of Scotland** put on 2 to 347Ep in front of today's annual results. Elsewhere, Hill Samuel Warrants lost 20 to 200p in a thin market.

Insurance plotted an irregular course. **Phoenix** and **Sun Alliance** provided contrasting movements ahead of tomorrow's preliminary statements, the former firming 4 to 290p but the latter losing 4 to 580p.

Quiet at the outset, leading Breweries attracted a brisk afternoon business and closed at the day's best. **Bass**, 4 up at 218p, and **Whitbread**, 3 better at 123p, benefitted from a broker's circular highlighting their dividend potential, while **Scottish and Newcastle** were also firm, rising 2 to 66½p.

Selective support was again forthcoming for certain Building issues. **Blue Circle** improved 8 to 346p, **Redland** 5 to 195p and **London Brick** 2 to 77p. **Erith** put on 5 to 120p in response to the *higher annual profits* and property revaluation and awaiting Thursday's preliminary results, **Taylor Woodrow** added 4 to 392p.

ICI trade between narrow limits and settled unchanged on balance at 400p. Among other Chemicals, the increased annual profits prompted a gain of 7 to 61p in **Catalin** and, awaiting today's interim results, **James Halstead** firmed 2 to 41p.

Bambers good

Following recent buoyancy, Stores started the week in a more subdued mood. A particularly firm market of late following good results, **Bambers** came in for further investment support on favourable week-end Press comment and closed a *further 18* to the good at 238p. Buying in a thin market prompted a rise of 11 to 105p in **Grant Bros.**, while **Forminster** firmed 5 to 162p for a similar reason. **Freemans (London)**, however, lost 8 to 168p on disapppointment with the preliminary results, and profit-taking after recent strength left falls of 6 and 15 respectively in **Ratners**, 80p, and **MFI Furniture**, *340p*. **Hardy (Furnishers)** A dipped 4 to 55p and **Alfred Preedy** receded 5 to 93p. Of the mixed leaders, **Burton** ordinary gained 5 afresh to 330p, after 335p, and the **Warrants** 3 more to 150p, while the A closed unaltered at 294p, after 296p. **Gussies A** put on 4 to 416p but **Marks and Spencer** softened a penny to 112p.

News that the company is considering the purchase of a medium-sized U.S. company helped stimulate small buying of **Thorn Electrical** which firmed 8 to 428p. Among the other Electrical leaders, **GEC** were fairly active and ended up 2 at 412p, after 407p. **Pye Holdings** rallied 5 to 102p after last Friday's late reaction of 27 which followed the announcement that the reconstruction talks with Philips Industries had been terminated. **AB Electronic** hardened 2 to 208p on the interim results.

The Engineering leaders finished the day on a slightly firmer bias. Scattered support left **John Brown** 5 to the good at 545p, while **GKN**, annual results due on Thursday, took a modest turn for the better at 265p, up 2. Elsewhere, **Wellman Engineering** advanced 6½ to 72p following a Press suggestion of a possible bid from Redman Heenan. Further demand ahead of Thursday's preliminary results prompted a gain of 6 to 175p in **Startrite**, but **Ratcliffe (Great Britain)**, a good market of late on Press mention, reacted 4 to 86p. **Wombwell Foundry** improved 2 to 41p in response to sharply increased interim figures. On the other hand, **Bullough** reacted 10 to 256p in a limited market and falls of 4 were marked against **B. Elliott**, 208p, and **Mining Supplies**, 78p.

Leading Foods drifted lower with recently firm **Associated Dairies** 5 off at 273p. Elsewhere, **G. F. Lovell** firmed 4 to 68p in response to the higher annual profits.

In Hotels and Caterers, **Grand Metropolitan** held a Press-inspired gain of 4 at 161p. Favourable weekend Press comment also lifted **Norfolk Capital** 9 to 51p, while an investment recommendation stimulated interest in **M. F. North** which advanced 4 to 45p. Despite the improved annual profits and the board's confident statement, **Queens Moat Houses** held at 43p.

OPTIONS

Calls were dealt in **EMI**, **Burmah**, **Spillers**, **Manders**, **Lonrho**, **Woolworths**, **Marks and Spencer**, **Whitbread A**, **Raybeck**, **Trafalgar House**, **Smith Brothers**, **Ladbroke Warrants**, **P and O**, **Inveresk**, **KCA**, **New Throgmorton Warrants**, **Britannia Arrow**, **Coral Leisure**, **Premier Oil**, **Jove**, **L. Ryan**, **Burton Warrants**, **HAT**, **Dutton Forshaw and Allied Plant**. No puts were reported, while double options arranged included **Premier Oil**, **Spillers** and **William Press**.

Macfarlane pleases

Miscellaneous Industrial leaders saw no follow-through to early support and consequently drifted lower as the day progressed to close mixed. The satisfactory results and share-slimming proposals helped **Reckitt and Colman** advance 5 to 520p, after 524p, but **Bowater** relinquished 4 to 196p, after 202p, following nervous offerings ahead of Thursday's annual figures. Elsewhere, **Macfarlane Group (Clansmen)** stood out with a rise of 10 to a 1978-79 high of 98p in response to the sharply higher preliminary profits and proposed 20 per cent scrip issue. Persistent demand in a restricted market prompted a jump of 14 to 85p in **BB and EA**, while buying in front of today's results lifted **Cape Industries** 8 to 164p. **L. Ryan**, at 21p, recorded a Press-inspired improvement of 3 while **Low and Bonar** added 4 to 202p following the results. **Dwek Group** hardened 1½ to 16p but **Gomme** relinquished 2 to 69p; it was announced yesterday that *Marley has disposed of its near-30 per cent interest in Gomme*. **Gieves**, 132p, and **Stag Furniture**, 190p, gave up 7 apiece.

1979 Highs and Lows

From today, the changeover has been made from 1978-79 to current year highs and lows in the FT Share Information Service and associated statistics.

Motor Distributors again finished firmer; **Dutton-Forshaw** experienced a particularly good business after week-end Press comment and closed 3½ better at 52p. Buyers also came for **Appleyard**, 6 up at 106p, while *Arlington* added 4 to 135p, and **Harold Perry** 3 to 142p. Elsewhere, **Armstrong** hardened 1½ at 70p following the £2.65m aquisition of loss-making Howard Tenens Engineering (Willenhall).

A firm market last week on the good interim statement, **BPM** met profit-taking which clipped 5 from the shares at 91p. Wallcovering manufacturers **Melody Mills** responded to favourable Press comment by adding 9 to 142p.

Hopes that the Chancellor might include a cut in Minimum Lending Rate in today's mini-Budget kept Properties on an even keel with the leaders closing marginally higher on balance. Press comment prompted a gain of 3 to 163p in **Slough Estates**, and one of a penny to 74p in **British Land**. **Scottish Metropolitan** eased to 133p on the interim profits announcement, but subsequently recovered to the overnight level of 137p, while increased interim profits left **Town Centre** a couple of pence to the good at 68p. Elsewhere, **Dorrington** became a notable dull spot, dropping 7 to 82p, on the appearance of sellers.

Oil leaders better

Despite a rather low level of business, the Oil leaders traded on a firm note. **British Petroleum** rose 10 to 1184p and **Shell** touched 766p before settling at 760p for a rise of 5. Dollar premium influences, however, left **Royal Dutch** ¼ lower at £41½. Secondary issues tended lower, but favourable Press mention lifted **Cluff** 25 to 450p.

Relief that the final dividend had been maintained coupled with the mildly encouraging statement on the outlook prompted a fairly swift improvement in **Ocean Transport** which touched 109p before settling at 104p for a rise of 4½ on the day. **P and O Deferred** rose to 87p in sympathy but reacted to close without alteration at 83½p. Elsewhere in the Shipping sector, **Mersey Docks** fell 8 to 29p on the annual loss.

Announcing results in line with expectations, **Highlands and Lowlands** dipped 9 to 106p in the absence of the hoped-for scrip issue. Elsewhere in quiet Plantations, **Chersonese** firmed 3 at 57p in front of annual results due tomorrow.

Pancontinental weak

Mining markets began the week on a subdued note with interest at minimal levels and sentiment again adversely influenced by the renewed weakness of the investment currency premium.

Uraniums were notably weak in an otherwise uncertain Australian market following the unfavourable publicity given to the industry in the wake of the accident at the nuclear power plant in Pennsylvania.

Pancontinental were the worst affected and dropped 125 to a 1978-79 low of 700p, while **Peko-Wallsend** fell 11 to 364p and **EZ Industries** 7½ to 2[illegible]p. **Western Mining** lost 4 to 158p.

Base-metal producers generally surrendered initial gains. **BH South** were finally 2 harder on balance at 102p, after 104p on dividend resumption hopes, while **North Broken Hill** were finally a penny better at 107p, after 110p. **Southern Pacific Petroleum** climbed 15 to 185p following American buying.

South African Golds drifted owing to lack of interest although losses in sterling terms mostly followed the fall in the premium. The Gold Mines index gave up 2.5 to 152.4 and the ex-premium index 0.4 at 120.7.

The bullion price, however, was finally $1 firmer at $237.625 an ounce in front of tomorrow's International Monetary Fund gold auction.

Among heavyweights losses ranged up to ⅝ as in **West Driefontein**, £20⅝, while lower-priced issues showed **Southvaal** 18 cheaper at 513p.

South African Financials lost ground with **Anglo American** and **De Beers** both around 14 lower at 345p and 385p respectively. **Vogels**, the base-metals investment concern, added 7 to 93p in response to favourable Press mention.

London - Financials edged higher with **Gold Fields**, 4 better at 224p, prominent in front of tomorrow's half-year results.

LONDON TRADED OPTIONS

Option	Ex'rc'se price	April Closing offer	April Vol.	July Closing offer	July Vol.	Oct. Closing offer	Oct. Vol.	Equity close
BP	1100	90	19	164	—	188	—	1181p
BP	1150	48	7	122	6	140	5	"
BP	1200	20	5	90	1	110	—	"
Com. Union	140	32	1	39	—	42	—	170p
Com. Union	150	12	—	21	7	25	—	"
Com Union	180	4	7	11	1	15	—	"
Cons. Gold	180	45	—	49	9	58	—	223p
Cons. Gold	200	25	2	36	—	44	—	"
Cons. Gold	220	10½	59	24	24	34	—	"
Cons. Gold	240	3½	3	16	36	22	—	"
Courtaulds	100	7	5	13	5	14	—	106p
Courtaulds	110	2½	144	8	10	10	—	"
Courtaulds	120	¾	55	3½	—	7	—	"
Courtaulds	130	¼	2	2	—	—	—	"
GEC	390	24	35	52	2	67	—	410p
GEC	420	7½	8	35	19	50	8	"
Grand Met.	120	41	—	46	21	49½	—	160p
Grand Met.	130	31	—	38	2	40½	2	"
Grand Met.	140	21	—	30	5	34	1	"
Grand Met.	160	5½	40	16½	7	21½	—	"
ICI	390	17	—	36	5	45	5	398p
ICI	420	3½	—	17	15	26	10	"
Marks & Sp	70	44	—	48	5	—	—	115p
Marks & Sp	100	14	46	22½	22	26	5	"
Marks & Sp	110	5½	5	16	29	20	—	"
Marks & Sp	120	3	—	12	4	15	35	"
Shell	700	62	19	105	1	125	—	759p
Shell	750	24	3	68	10	86	—	"
Shell	800	6	—	36	19	58	—	"
Totals			440		274		71	
		May		August		November		
BOC Intl.	70	6½	5	8½	7	14½	22	71p
Boots	220	11	10	22	—	30	—	226p
Boots	240	5½	12	12½	—	18	—	"
Boots	260	2	2	—	—	—	—	"
EMI	120	11	16	16	—	21	29	122p
EMI	130	7	10	15	—	15	23	"
EMI	160	1½	—	5	25	—	—	"
ImperialGp	90	19	—	21	2	23	4	106p
ImperialGp	100	9½	—	13	46	14	—	"
ImperialGp	110	4	4	8½	—	9½	11	"
RTZ	330	21	9	27	—	41	—	302p
Totals			75		80		78	

FINANCIAL TIMES STOCK INDICES

—	April 2	March 30	March 29	March 28	March 27	March 26	A year ago
Government Secs.	75.68	75.28	75.34	74.30	74.15	73.03	73.86
Fixed Interest	76.30	76.00	76.26	75.22	74.41	73.56	77.16
Industrial	532.2	530.8	540.8	538.3	539.2	530.3	462.8
Gold Mines	152.4	154.9	152.3	156.9	159.7	161.1	157.4
Gold Mines (Ex-$ pm)	120.7	121.1	124.0	125.6	123.5	122.2	109.3
Ord. Div. Yield	5.34	5.35	5.27	5.30	5.30	5.40	5.84
Earnings, Yld. % (full)	14.16	14.21	14.01	14.09	14.11	14.33	17.17
P/E Ratio (net) (*)	9.00	8.97	9.09	9.04	9.03	8.90	8.18
Dealings marked	5,883	8,617	8,137	9,554	7,834	8,079	4,839
Equity turnover £m.	—	166.29	300.38	163.67	167.34	140.14	60.56
Equity bargains total	—	39,701	42,306	32,808	38,256	32,039	19,112

10 am 533.3. 11 am 532.2. Noon 531.8. 1 pm 531.8. 2 pm 531.6. 3 pm 531.5.
Latest Index 01-246 8026.
*Nil=8.66.
Basis 100 Govt. Secs: 15/10/26. Fixed Int. 1928. Industrial Ord. 1/7/35. Gold Mines 12/9/55. Ex $ premium index started June, 1972. SE Activity July-Dec. 1942.

HIGHS AND LOWS

—	1979 High	1979 Low	Since Compilat'n High	Since Compilat'n Low
Govt. Secs.	75.68 (2/4)	64.84 (8/2)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	76.30 (2/4)	66.03 (13/2)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	540.8 (29/3)	446.1 (12/2)	549.2 (14/9/77)	49.4 (26/6/40)
Gold Mines	183.8 (5/2)	[illegible] (10/1)	442.3 (22/5/75)	43.5 (26/10/71)
Gold Mines (Ex-$ pm)	125.6 (28/3)	95.2 (12/1)	337.1 (3/4/74)	54.3 (25/6/75)

S.E. ACTIVITY

	April 2	March 30
—Daily		
Gilt Edged	105.8	112.6
Industrials	222.3	328.7
Speculative	36.4	48.6
Totals	133.9	196.1
5-d'y Av'r'ge		
Gilt Edged	112.7	114.1
Industrials	305.6	327.5
Speculative	41.3	43.0
Totals	182.2	192.2

NEW HIGHS AND LOWS FOR 1979

The following securities quoted in the *Share Information Service* yesterday attained new Highs and Lows for 1978-79.

NEW HIGHS (63)

BANKS (1)
Arbuthnot
BEERS (1)
Tomatin
BUILDINGS (5)
Crouch Group
Erith
Glossop (W. & J.)
Latham (J.)
Watts Blake
CHEMICALS (2)
Catalin
Stewart Plastics
STORES (5)
Bambers
Burton Group
Forminster
Menzies (J.)
Samuel (H.)
ELECTRICALS (1)
Perkin-Elmer 4pc
ENGINEERING (2)
Midland Inds.
Startrite
FOODS (2)
Clifford Dairies A
Lovell (G. F.)
HOTELS (2)
Norfolk Cap.
North (M. F.)
INDUSTRIALS (15)
Baird (Wm.)
Biddle
BB & EA
Cape Inds.
Crean (J.)
Dwek
James (M.)
Leadenhall Sterling
Low & Bonar
Macarthys Pharms.
Macfarlane Group
Ofrex
Portals
Pritchard Services
Ryan (L.)
LEISURE (2)
Barr & W.A.T. A
HTV
MOTORS (5)
Appleyard
Caffyns
Dorada
Hartwells
Tate of Leeds
NEWSPAPERS (1)
Daily Mail A
PAPER (3)
Bemrose
L. & P. Poster
Melody Mills
SHOES (2)
K Shoes
Newbold & Burton
TRUSTS (7)
Channel Island Inc.
Derby Trust Inc.
Grange Trust
Throgmorton
Triplevest Inc.
Kellock
Kellock Conv. Ln.
OILS (3)
Burmah 8½pc Ln. 1991-96
BP
Cluff Oil Cnv. A
RUBBERS (2)
Bertam Cons.
Guthrie Corp.
TEAS (1)
Warren Plants.
MINES (1)
Roan Cons.

NEW LOWS (6)

AMERICANS (1)
Norton Simon
BANKS (1)
Bankers N.Y.
ENGINEERING (1)
Neill (J.)
INDUSTRIALS (1)
Stelux Manf.
TEXTILES (1)
Crowther (J.)
MINES (1)
Pancontinental

RISES AND FALLS YESTERDAY

	Up	Down	Same
British Funds	78	—	4
Corpns. Dom. and Foreign Bonds	18	3	[illegible]
Industrials	294	494	[illegible]
Financial and Prop.	87	211	[illegible]
Oils	13	7	[illegible]
Plantation	8	4	[illegible]
Mines	32	71	[illegible]
Recent Issues	3	9	27
Totals	525	788	1,102

RECENT ISSUES

EQUITIES

Issue Price p:	Amount Paid up	Latest Renunc. Date	1979 High	1979 Low	Stock	Closing Price p:	+ or −	Div. p. or Amount	Times Covered	Gross Yield	P.E. Ratio
195	F.P.	—	194	150	‡‡Appl. Computer	180	......	0.7	11.0	0.6	22.2
65	F.P.	20/2	174	68	Caledonian Hldgs.	172	−2	b7.3	1.6	6.3	14.7
‡‡	F.P.	16/2	170	118	Hunting Assoc. Defd.	167	+1	—	—	—	—
‡‡	F.P.	9/2	42	31	M. Y. Dart Defd.	39	−1	—	—	—	—
95§§	F.P.	20/4	122	97	Sedgwick F.New10p	115	......	T5.0	2.1	6.5	10.7

FIXED INTEREST STOCKS

Issue Price £	Am'unt Paid up	Latest Renunc. Date	1979 High	1979 Low	Stock	Closing Price £	+ or −
‡	F.P.	25.2	85p	53p	Chepstow Race's 5% Cnv. Uns. Ln. 1986	85p	......
99⅛	F.P.	—	99⅛	99⅛	Cleveland (County of) Var. Rate 1984	99⅛	......
100	F.P.	—	105p	103p	Grant (James) 10½% Pref.	105p	......
96	£20	—	25	19½	ICFC 12½% Uns Ln 1992	24	......
‡	F.P.	27/7	101½	99	Lee Valley Water 8% Red. Prf. 1986	101½	......
‡‡	—	—	107p	105p	Lyles (S.) 11% Cum. Pref.	107p	......
72½	—	—	79	70½	MEPC 6½% Conv. Uns. Ln. 1995-2000	78¼	......
98	F.P.	14/6	101½	97½	Mid-Southern Water 8% Red. Pref1984	101½	......
‡‡	—	9/5	105p	95p	Shaw Carpets 10% 2nd Cum. Pref. £1	105p	......
‡‡	F.P.	—	180p	106p	Tricoville 10½% Pref.	107p	−1

"RIGHTS" OFFERS

Issue Price p:	Amount Paid up	Latest Renunc. Date ●	Latest Renunc. Date ■	1979 High	1979 Low	Stock	Closing price p:	+ or −
115	F.P.	30/3	20/4	160	147	Brammer (H.)	160	......
60	F.P.	6/3	27/4	84	66	Burco Dean	82	......
88	F.P.	30/3	27/4	117	107	Cement-Roadstone	107	−1
220	F.P.	14/2	6/4	302	238	Haslemere Estates	296	......
33	F.P.	23/3	4/5	45	38	Hirst & Mallinson	41½	−½
185	F.P.	23/3	18/5	235	210	Johnson Matthey	235	+7
57	F.P.	7/3	20/4	109	74½	Macpherson (D)	104	+1
44	Nil	—	—	23½pm	23½pm	Park Place Invs.	24pm	−1
225	F.P.	13/3	20/4	298	232	Rank Org.	286	−2
59	F.P.	23/3	19/5	79	73	Redman Heenan	77	−1
37	F.P.	14/3	25/4	37	35	Sekers Intl.	34½	−½
315	F.P.	12/3	2/4	406	243	Taylor Woodrow	390	......
32	Nil	—	—	34pm	32pm	Williams (W.)	32pm	......

Renunciation date usually last day for dealing free of stamp duty. b Figures based on prospectus estimate. g Assumed dividend and yield. u Forecast dividend: cover based on previous year's earnings. F Dividend and yield based on prospectus or other official estimates for 1979. Q Gross. T Figures assumed. ‡ Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. § Placing price to public. pt Pence unless otherwise indicated. ¶ Issued by tender. ‖ Offered to holders of ordinary shares as a "rights." ** Issued by way of capitalisation. §§ Reintroduced. ¶¶ Issued in connection with reorganisation, merger or take-over. ‖‖ Introduction. □ Issued to former preference holders. ■ Allotment letters (or fully-paid). ● Provisional or partly-paid allotment letters. ★ With warrants. †† Unlisted security.

ACTIVE STOCKS

Stock	Denomination	No. of marks	Closing price (p)	Change on day	1978-79 high	1978-79 low
BP	£1	12	1,184	+10	1,186	862
GEC	25p	12	412	+ 2	420	311
ICI	£1	12	400	—	406	346
Shell Transport	25p	12	760	+ 5	774	556
Barclays Bank	£1	10	466	+ 1	470	360
Grand Met.	50p	9	161	+ 4	161	112
BATs Defd.	25p	8	308	—	337	250
Bowater	£1	8	196	− 4	206	171
Thorn Elect.	25p	8	428	+ 8	428	334
BSR	10p	7	69	—	85	69
Beecham	25p	7	720	+ 3	733	592
GUS A	25p	7	416	+ 4	418	268
H.A.T. Group	10p	7	31½	+ ½	32	25
Ryan (L.)	5p	7	21	+ 3	21	13
Tricentrol	25p	7	202	—	206	148

MONTHLY AVERAGES OF STOCK INDICES

—	Mar.	Feb.	Jan.	Dec.
Financial Times				
Government Securities	73.57	66.25	67.56	68.75
Fixed Interest	73.04	67.14	69.61	70.19
Industrial Ordinary	511.5	460.2	474.0	482.4
Gold Mines	163.2	178.1	150.5	134.0
Do. (Ex-$pm)	119.9	130.8	103.7	97.7
Dealings Marked	7,364	6,296	4,061	3,557
F.T.—Actuaries				
Industrial Group	246.22	216.69	218.77	220.36
500 Share	276.79	245.91	242.66	245.13
Financial Group	190.38	170.99	171.11	169.93
All-Share (750)	254.97	225.09	223.62	224.40
Redeemable Debs. & Loans	53.23	52.11	54.54	55.04

	High	Low
Industrial Ordinary	540.8 (29th)	476.1 (1st)
All-Share	271.71 (28th)	236.35 (1st)

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

	EQUITY GROUPS & SUB-SECTIONS Figures in parentheses show number of stocks per section	Mon., April 2, 1979 Index No.	Day's Change %	Est. Earnings Yield % (Max.)	Gross Div. Yield % (ACT at 33%)	Est. P/E Ratio (Net)	Fri., Mar. 30 Index No.	Thurs., Mar. 29 Index No.	Wed., Mar. 28 Index No.	Tues., Mar. 27 Index No.	Year ago (approx.) Index No.
1	CAPITAL GOODS (172)	270.35	+0.1	15.10	5.00	8.98	270.05	275.29	273.52	273.89	200.59
2	Building Materials (27)	252.78	+1.1	15.30	5.30	8.92	250.05	256.21	255.07	253.94	180.89
3	Contracting, Construction (28)	412.60	−0.4	18.93	4.96	7.36	414.85	420.00	418.84	415.73	319.25
4	Electricals (14)	656.90	+0.3	11.88	2.91	11.52	654.84	668.52	655.28	658.39	426.75
5	Engineering Contractors (12)	397.86	−0.3	17.01	5.70	7.95	399.01	410.62	407.21	411.45	284.23
6	Mechanical Engineering (75)	203.00	−0.5	16.43	5.57	8.11	203.93	206.97	207.17	206.87	159.14
8	Metals and Metal Forming (16)	175.12	−0.1	15.95	8.38	8.41	175.21	176.90	179.19	181.35	161.68
	CONSUMER GOODS										
11	(DURABLE) (53)	243.50	+0.2	14.73	4.44	9.06	242.93	247.70	248.92	246.37	185.28
12	Lt. Electronics, Radio, TV (16)	330.98	+0.3	11.71	3.19	11.98	329.86	337.23	337.87	333.39	220.26
13	Household Goods (12)	171.26	−0.9	17.32	6.40	7.98	172.85	174.60	174.62	172.99	169.05
14	Motors and Distributors (25)	125.40	+0.3	20.74	6.73	6.04	125.06	127.04	128.04	128.14	115.08
	CONSUMER GOODS										
21	(NON-DURABLE) (170)	251.89	−0.1	14.05	5.19	9.30	252.05	257.24	253.45	251.66	198.22
22	Breweries (14)	277.68	+1.4	13.72	5.42	9.25	273.94	278.06	271.61	269.43	223.97
23	Wines and Spirits (6)	347.43	+0.3	13.47	4.30	10.84	346.41	352.29	348.36	350.27	251.15
24	Entertainment, Catering (17)	343.31	+0.9	12.97	5.56	10.21	340.33	347.09	339.92	337.43	243.30
25	Food Manufacturing (19)	228.08	−0.4	16.74	4.90	7.81	228.90	233.37	229.93	229.04	[illegible]
26	Food Retailing (15)	294.29	−0.7	10.95	4.01	12.41	296.33	305.75	300.38	298.56	186.09
32	Newspapers, Publishing (12)	456.57	−0.6	19.54	5.63	7.29	459.42	466.19	456.57	451.24	336.47
33	Packaging and Paper (15)	148.07	−1.3	17.09	7.10	7.63	150.08	153.02	153.20	151.38	126.08
34	Stores (40)	248.10	−0.3	10.16	3.88	13.83	248.86	254.01	248.55	245.66	182.39
35	Textiles (23)	185.65	−0.6	17.58	8.20	7.36	186.68	189.69	191.61	191.04	170.60
36	Tobaccos (3)	275.37	—	20.69	7.47	5.55	275.27	282.39	281.94	280.85	232.91
37	Toys and Games (6)	94.72	−0.6	23.42	6.86	5.03	95.25	96.89	95.73	95.42	100.13
41	OTHER GROUPS (99)	225.39	+0.1	14.25	5.64	8.70	225.24	229.65	229.21	227.62	184.79
42	Chemicals (18)	313.29	−0.1	16.03	6.25	7.30	313.65	318.46	317.92	316.08	257.20
43	Pharmaceutical Products (7)	280.50	+0.3	9.90	4.17	12.25	279.68	283.91	285.48	283.17	244.18
44	Office Equipment (6)	149.56	+0.4	13.51	5.44	9.32	148.95	153.78	152.78	152.36	127.74
45	Shipping (10)	442.29	+0.5	13.68	6.88	9.28	440.10	448.48	442.23	438.26	419.48
46	Miscellaneous (58)	251.63	−0.1	15.45	5.78	8.54	251.76	257.69	256.76	254.74	191.45
49	INDUSTRIAL GROUP (494)	257.29	—	14.41	5.19	9.05	257.20	262.34	260.20	258.86	199.36
51	Oils (6)	669.93	+0.8	11.76	3.24	9.04	664.92	676.21	652.99	640.48	441.63
59	500 SHARE INDEX	290.92	+0.2	13.96	4.86	9.05	290.47	296.12	292.40	290.22	219.69
61	FINANCIAL GROUP (115)	204.55	+0.3	—	4.98	—	203.99	209.21	206.88	205.55	162.89
62	Banks (6)	245.74	+0.3	26.90	4.91	4.83	245.02	250.09	241.94	243.13	188.51
63	Discount Houses (10)	257.30	−0.4	—	7.18	—	258.28	263.38	259.90	247.34	190.33
64	Hire Purchase (5)	185.27	+0.3	17.31	4.77	7.42	184.68	190.65	188.14	182.41	146.49
65	Insurance (Life) (10)	164.97	+0.9	—	6.22	—	163.51	168.79	166.75	163.48	136.63
66	Insurance (Composite) (7)	143.20	+0.4	—	6.48	—	142.70	147.29	148.49	148.82	127.69
67	Insurance Brokers (10)	345.59	+0.2	14.27	5.48	9.67	344.82	352.82	351.11	352.15	332.69
68	Merchant Banks (14)	93.96	−0.2	—	5.56	—	94.11	98.47	97.28	96.10	[illegible]
69	Property (43)	344.61	+0.2	3.22	2.38	49.30	344.07	350.67	347.50	342.88	225.87
70	Miscellaneous (10)	125.64	−0.4	17.98	6.39	6.92	126.09	129.08	127.62	125.37	103.29
71	Investment Trusts (111)	229.75	−0.9	—	4.77	—	231.83	235.09	233.89	231.84	187.82
81	Mining Finance (4)	130.71	+1.1	14.38	5.45	8.56	129.30	134.43	135.68	135.98	93.27
91	Overseas Traders (20)	375.11	−0.5	13.33	6.72	9.53	376.96	380.98	378.73	375.72	279.46
99	ALL-SHARE INDEX (750)	266.60	+0.1	—	4.93	—	266.28	271.71	268.64	266.71	203.78

FIXED INTEREST PRICE INDICES

	British Government	Mon., Apr. 2	Day's change %	xd adj. today	xd adj. 1979 to date
1	Under 5 years	108.17	+0.52	—	2.22
2	5-15 years	124.44	+0.52	—	1.98
3	Over 15 years	129.70	+0.64	—	3.17
4	Irredeemables	142.83	+0.46	—	3.78
5	All stocks	119.68	+0.57	—	2.41

FIXED INTEREST YIELDS Br. Govt. Av. Gross Red.

			Mon., Apr. 2	Fri., Mar. 30	Year ago (approx.)
1	Low Coupons	5 years	8.93	9.10	7.94
2		15 years	9.90	9.95	10.25
3		25 years	10.62	10.65	10.77
4	Medium Coupons	5 years	10.58	10.78	10.85
5		15 years	11.32	11.41	11.29
6		25 years	11.64	11.71	11.40
7	High Coupons	5 years	10.98	11.17	10.39
8		15 years	11.73	11.80	12.09
9		25 years	11.96	12.06	12.36
10	Irredeemables		10.44	10.48	10.58

		Mon. April 2 Index No.	Mon. April 2 Yields %	Fri. Mar. 30	Thurs. Mar. 29	Wed. Mar. 28	Tues. Mar. 27	Mon. Mar. 26	Fri. Mar. 23	Thur. Mar. 22	Year ago (approx)
15	20-yr. Red. Deb & Loans (15)	58.93	†12.60	58.84	58.44	57.51	56.94	56.82	56.69	[illegible]	60.72
16	Investment Trust Prefs. (15)	51.64	13.56	51.64	51.64	51.12	51.03	51.00	50.60	50.16	56.07
17	Coml. and Indl. Prefs. (20)	72.49	12.87	72.14	72.00	71.47	71.40	71.31	71.31	71.18	73.75

† Redemption yield. Highs and lows record, base dates and values and constituent changes are published in Saturday issues. A list of the constituents is available from the Publishers, the *Financial Times*, Bracken House, Cannon Street, London, EC4P 4BY, price 13p, by post 22p.

AUTHORISED UNIT TRUSTS

bbey Unit Tst. Mngrs. (a)
2-80, Gatehouse Rd., Aylesbury 0296 5941

bbey Gilt Int. Tst.	109.3	116.1	.....	3.06
bbey Capital	39.9	42.4	.....	4.03
bbey Income	46.6	49.6	+0.1	6.18
bbey Inv. Tst. Fd.	39.6	42.1	-0.3	4.57
bbey Gen. Tst.	54.1	57.6	+1.0	4.05
quitas Prog. Tst.	73.7	77.7	+0.2	4.34

llen Harvey & Ross Unit Tst. Mngrs.
, Cornhill, London EC3V 3PB. 01-623 6314.

HR Gilt & Pref.	95.0	100.0	.....	12.50

llied Hambro Group (a) (g)
ambro Hse., Hutton, Brentwood, Essex.
1-588 2851 or Brentwood (0277) 211459

alanced Funds				
llied 1st	78.4	83.9	+0.2	4.96
rit. Inds. Fund	76.5	81.9	-0.3	4.88
rth. & Inc.	43.5	46.5	.....	4.75
lect. & Ind. Dev.	41.8	44.7	-0.1	4.16
llied Capital	81.6	87.3	.....	4.15
ambro Fund	126.8	135.7	-0.2	4.61
ambro Acc. Fd.	146.0	156.2	+0.2	4.20
come Funds				
igh Yield Fd.	80.8	86.5	-0.5	7.51
igh Income	74.5	79.7	-0.3	6.68
. H. Eq. Inc.	44.3	47.4	-0.2	6.48
nternational Funds				
nternational	26.2	28.0	-0.1	2.87
acific Fund	40.2	43.0	-0.6	2.07
ecs. Of America	55.4	59.3	.....	1.94
pecialist Funds				
maller Co.'s Fd.	47.4	50.7	-0.3	3.75
nd Smlr. Co's Fd.	57.9	62.0	-0.5	4.03
ecovery Sits.	113.8	121.8	-0.7	4.52
Met. Min. & C'dty.	48.6	52.0	+0.1	4.40
verseas Earnings	67.4	72.1	+0.1	4.02
xempt Funds				
ar East Exempt	45.6	47.4	-0.8	2.11
maller Co. Exempt	73.1	76.8	-0.2	4.23
.S.A. Exempt	97.5	101.4	-0.2	2.17

Anderson Unit Trust Managers Ltd.
158, Fenchurch St., EC3M 6AA. 623 9231

Anderson U.T.	58.0	62.7	.....	4.43

Ansbacher Unit Mgmt. Co. Ltd.
1, Noble St., EC2V 7JA. 01-623 6376

nc. Monthly Fund	180.0	190.0	+9.0	9.3

Arbuthnot Securities Ltd. (a)(c)
37, Queen St., London, EC4R 1BY. 01-236 5281

**High Yield	46.8	50.4	-3.5	10.79
**(Accum. Units)	70.5	76.1	-5.0	10.79
Extra Income Fd.	117.2	127.4	+0.4	10.17
High Inc. Fund	45.1	49.0	-0.4	8.47
(Accum. Units)	65.1	70.7	-0.7	8.47
(8½% W'drwl. Uts.)	59.6	64.8	-0.6	8.47
Preference Fund	24.9	27.0	.....	12.49
(Accum. Units)	40.3	43.8	.....	12.49
Capital Fund	22.5	24.3	+0.5	—
Commodity Fund	65.1	70.3	-3.9	4.98
(Accum. Units)	95.1	102.7	-5.8	4.98
(10% W'drwl.U.)	55.3	59.7	-3.3	4.98
Fin.&Prop.Fd.	20.3	22.1	.....	3.50
Giants Fund	47.8	48.6	+0.1	4.39
(Accum. Units)	53.6	58.3	+0.2	4.39
Growth Fund	35.9	38.7	-2.1	4.19
(Accum. Units)	43.8	47.3	-2.5	4.19
Smaller Co's Fd.	32.5	35.3	-0.2	4.84
Eastern & Intl. Fd.	22.9	24.7	-0.1	1.16
(6% W'drwl.Uts.)	17.0	18.3	-0.1	1.16
Foreign Fd.	83.2	89.5	.....	1.30
N. Amer. & Int. Fd.	27.3	29.4	.....	1.00

Archway Unit Tst. Mgs. Ltd.♥ (a)(c)
317, High Holborn, WC1V 7NL. 01-831 6233

Archway Fund	95.4	101.5	.....	5.57

Prices at March 29. Next sub. day April 5.

Barclays Unicorn Ltd.♥ (a)(c)(g)
Unicorn Ho. 252, Romford Rd., E7. 01-534 5544

Unicorn America	31.2	33.5	-0.1	1.66
Do. Aust. Acc.	71.9	77.3	-1.6	1.78
Do. Aust. Inc.	56.3	60.5	-1.3	1.78
Do. Capital	77.9	83.7	+0.1	4.15
Do. Exempt Tst.	127.3	132.6	-0.4	6.74
Do. Extra Income	33.0	35.6	-0.2	7.67
Do. Financial	75.1	80.7	-0.5	4.30
Do. 500	88.9	95.1	-0.4	5.45
Do. General	38.0	40.8	-0.1	5.41
Do. Growth Acc.	51.2	55.0	.....	3.78
Do. Income Tst.	97.6	105.5	-0.2	5.82
*Do. Prf. A'ns. Tst.	180.8	192.7	-1.3	5.99
Do. Recovery	53.4	57.4	-0.6	5.38
Do. Trustee Fund	137.0	147.3	.....	4.63
Do. W'dwide Tst.	50.5	54.2	-0.3	2.56
B'tst. In. Fd. Inc.	76.8	74.9	-0.1	4.46
Do. Accum.	89.4	93.1	-0.1	4.46

Baring Brothers & Co., Ltd.♥ (a)(x)
88, Leadenhall St., EC3. 01-588 2830

Stratton Tst.	202.8	211.5	.....	4.08
Do. Accum.	258.4	269.6	.....	4.08

Next sub. day April 4.

Bishopsgate Progressive Mgmt. Co.♥
9, Bishopsgate, EC2. 01-588 6280

B'gate Pr. ** Mar. 20	225.1	239.8	.....	3.63
Acc. Uts. ** Mar. 20	271.7	289.4	.....	3.63
B'gate. Int. *Mar. 27	192.8	205.5	.....	2.34
(Accum.) *Mar. 27	215.8	229.6	.....	2.34

Next sub. day *April 10. **April 3.

Bridge Fund Managers (a)(c)
Regis Hse., King William St., EC4. 01-623 4951

American & Gen.‡	22.8	24.3	.....	1.56
Income*	57.1	61.1	.....	6.28
Capital Inc.†	43.0	45.8	.....	3.27
Do. Acc.†	48.0	51.1	.....	3.27
Exempt†	153.0	163.9	.....	5.52
Internatl. Inc.†	16.5	17.6	.....	2.36
Do. Acc.†	18.4	19.6	.....	2.36

Dealing *Tues., †Wed., ‡Thurs. Prices Mar. 27/28/29.

Britannia Trust Management (a)(g)
3, London Wall Buildings, London Wall, London EC2M 5QL. 01-638 0478/0479

Assets	91.1	97.9	-0.6	4.19
Capital Acc.	68.3	73.4	-0.2	3.91
Comm & Ind	65.9	70.9	-0.3	4.37
Commodity	96.7	103.9	-0.8	4.37
Domestic	47.5	51.1	-0.1	4.08
Exempt	136.0	143.2	-1.3	7.49
Extra Income	82.0	[illegible]	-0.3	9.30
Far East	19.7	21.1	-0.1	2.96
Financial Secs.	77.3	83.1	-0.5	4.11
Gold & General	95.7	101.8	+2.4	6.73
Growth	98.6	103.9	-0.1	4.23
Inc. & Growth	78.2	84.2	-0.4	7.55
Int'l Growth	63.5	68.3	-0.3	2.31
Invest. Tst. Shares	50.5	54.1	-0.3	3.98
Minerals	39.7	42.7	-0.5	6.42
Nat. High Inc.	82.5	89.6	-0.2	8.45
New Issue	45.0	48.4	-1.4	3.46
North American	29.9	32.1	.....	1.56
Professional	706.6	728.5	-4.6	3.65
Property Shares	19.8	21.2	-0.2	2.12
Shield	52.8	56.8	+0.3	4.86
Status Change	34.1	36.8	-0.6	4.56
Univ Energy	39.7	42.7	-1.2	1.47

The British Life Office Ltd♥ (a)
Reliance Hse., Tunbridge Wells, Kt. 0892 22271

BL British Life	60.1	63.4	+0.1	5.14
BL Balanced*	55.6	59.4	.....	5.30
BL Dividend*	44.8	47.8	.....	9.24

*Prices Mar. 28. Next dealing April 4.

Brown Shipley & Co. Ltd.♥
Mngrs., Founders Ct., EC2 01-600 8520

BS Units April 3	247.0	262.8	+0.3	4.92
Do. (CC) April 3	319.4	340.4	+0.4	4.92
Oceanic Trusts (a) (g)				
Financial	42.0	45.0	-0.2	4.30
General	22.3	23.7	-0.2	4.10
Growth Accum.	57.4	60.9	-0.4	4.75
Growth Income	43.8	46.9	-0.3	4.75
High Income	31.7	34.5	-0.3	10.05
I.T.U.	22.2	23.6	-0.1	3.28
Index	29.3	31.4	+0.2	3.18
Overseas	18.3	19.7	.....	3.09
Performance	62.5	66.3	-0.9	4.25
Recovery	23.7	25.7	-0.4	5.99
Exempt April 18	68.1	70.9	.....	6.75

Canada Life Unit Trst. Mngrs. Ltd.♥
2-6 High St., Potters Bar, Herts. P. Bar 51122

Can. Gen Dist.	45.9	48.3	-0.1	3.94
Do. Gen. Accum	57.5	60.6	-0.1	3.94
Do. Inc. Dist.	37.4	39.3	-0.1	7.87
Do. Inc. Accum.	50.2	52.8	-0.1	7.87

Capel (James) Mngt. Ltd.♥
100, Old Broad St., EC2N 1BQ 01-588 6010

Capital	92.8	98.8	.....	4.70
Income	84.8	90.3	.....	7.86
North American	98.7	105.0	.....	1.50

Prices on March 21. Next dealing date April 4.

Carliol Unit Fd. Mgrs. Ltd.♥ (a)(c)
Milburn House, Newcastle-upon-Tyne 21165

Carliol	78.8	81.5	.....	3.66
Do. Accum. Units	96.8	99.3	.....	3.66
Do. High Yield	46.4	48.9	.....	8.07
Do. Accum. Units	60.0	62.5	.....	8.07

Next dealing date April 11.

Charinco Charities N/R. Funds‡
15, Moorgate, London, EC2. 01-638 4121

Income Feb. 28	118.87	—	.....	10.94
Do. Accum. Feb. 28	168.55	—	.....	10.94

Charities Official Invest. Fd♦
77 London Wall, EC2N 1DB. 01-588 1815

Income Mar. 20	144.50	—	.....	6.53
Accum. Mar. 20	306.86	—	.....	—

♦Unauth. Only available to Reg. Charities.

For Charterhouse Japhet see James Finlay

Chieftain Trust Managers Ltd♥ (a)(g)
11, New St., EC2M 4TP. 01-283 2632

American	(z)20.8	22.5	-0.2	2.55
Far Eastern Trust	22.5	24.3	-0.1	1.01
High Income	45.5	49.0	-0.2	8.92
International Tst.	(z)23.6	25.5	-0.6	2.65
Basic Resources Tst.	32.6	35.2	.....	3.50
Inpn. Growth Tst.	28.5	30.8	-0.1	6.03

Confederation Mgt. Ltd.♥ (a)
50, Chancery Lane, WC2A 1HE 01-242 0282

Growth Fund	56.0	58.9	.....	3.41

Cosmopolitan Fund Managers (z)
3a Pont Street, London SW1X 9EJ. 01-235 8525

Growth	20.2	21.4	-0.3	4.83
Income	51.1	54.0	+2.0	10.69
Overseas	50.0	52.5	+2.5	3.00

Craigmount Unit Tst. Mgrs. Ltd.
9/10 Foster Lane, EC2V 6HH. 01-606 9262

High Income	49.4	53.9	.....	9.50
North American	48.1	51.7	-0.3	—
Canadian Trust	46.8	50.0	.....	3.00
Mid Mount High Inc.	53.6	56.3	.....	9.00
Recovery	47.2	51.2	.....	5.50

Crescent Unit Tst. Mngrs. Ltd. (a)(g)
4, Melville Cres., Edinburgh 3. 031-226 4931

Cres. Amer. Fd.	23.9	25.6	+0.1	1.61
Cres. Internat'l.	59.1	63.4	-0.4	1.00
Cres. High. Dist.	49.3	52.9	-0.2	8.86
Cres. Reserves	47.8	50.4	+0.2	4.59
Cres. Tokyo	24.0	25.8	.....	2.03

Discretionary Unit Fund Managers
22 Blomfield St., EC2M 7AL. 01-638 4485

Dis. Inc. March 22	202.9	216.4	.....	4.43

E. F. Winchester Fund Mngt. Ltd.
Old Jewry, EC2. 01-606 2167

Great Winchester	19.4	21.0	.....	4.61
Gt. Winchester O'seas	16.5	22.0	.....	4.23

Emson & Dudley Tst. Mngmnt. Ltd.
20, Arlington St., S.W.1. 01-499 7551

Emson Dudley Tst.	81.3	87.4	.....	7.00

Equity & Law Un. Tr. M.♥ (a)(b)(c)
Amersham Rd., High Wycombe. 0494 33377

Equity & Law	78.4	82.5	+0.1	3.80

James Finlay Unit Trust Mngt. Ltd.
10-14, West Nile Street, Glasgow. 041-204 1321

J. Finlay Internat'l	22.7	24.4	.....	3.43
Accum. Units	27.0	29.0	.....	3.43
J. Finlay Income	37.4	40.2	.....	8.53
J. Finlay Euro. Fin.	26.0	28.0	.....	4.92
Accum. Units	30.8	33.1	.....	4.92
J. Finlay Fd. In. Tst.	30.9	33.2	.....	4.91
Accum. Units	36.0	38.7	.....	4.91

Prices on March 28. Next dealing April 4.

Framlington Unit Mgt. Ltd. (a)
5-7 Ireland Yard, EC4B 5DH. 01-284 6971

American	47.8	50.8	-0.6	1.10
Capital Tst.	164.4	174.6	.....	3.65
Income Tst.	128.8	137.0	.....	6.44
Int. Growth Fd.	126.0	134.0	.....	1.97
Do. Accum.	131.2	139.4	.....	1.97

Friends' Provdt. Unit Tr. Mgrs.♥
Pixham End, Dorking. 0306 5055

Friends Prov. Uts.	51.3	54.8	.....	3.96
Do. Accum.	67.6	72.2	-0.1	3.96

Funds in Court*
Public Trustee, Kingsway, WC2. 01-405 4300

Capital March 29	114.7	117.0	.....	4.27
Gross Income Mar. 29	84.8	87.5	.....	8.23
High Yield March 29	96.4	98.9	.....	8.00

*Unauth. Restricted to monies under Court control.

G.T. Unit Managers Ltd.♥
16 Finsbury Circus, EC2M 7DD. 01-628 8131

G.T. Cap. Inc.	107.7	114.5	.....	2.70
Do. Acc.	132.1	140.5	.....	2.70
G.T. Inc. Fd. Un.	180.7	192.2	.....	6.30
G.T. U.S. & Gen.	127.7	135.8	.....	3.10
G.T. Japan & Gen.	84.8	89.4	.....	2.10
♦G.T. Pens. Ex. Fd.	201.9	211.9	.....	2.90
G.T. Int'l. Fund	151.3	160.9	.....	1.70
G.T. Four Yds. Fd.	60.3	64.1	.....	7.90
G.T. Far East & Gen.	44.5	47.8	.....	2.10

G. & A. Trust (a) (g)
5 Rayleigh Road, Brentwood. (0277) 227300

G. & A.	39.3	42.0	-0.1	4.38

Gartmore Fund Managers♥ (a)(g)
2 St. Mary Axe, EC3A 8BP. 01-283 3531
Dealing only: 01-623 5766/5806

American Tst.	24.4	26.2	.....	0.52
British Tst. (Acc.)	66.3	71.3	-1.6	3.45
Commodity Share	177.9	191.3	-1.3	3.49
Extra Income Tst.	27.7	29.8	-0.1	7.61
Far East Trust	34.1	46.7	-0.4	0.24
High Income Tst.	66.7	71.7	+0.1	8.41
Income Fund	85.9	92.4	-0.5	6.20
Ins. Agencies	115.64	16.57	-0.03	3.78
Intl. Exempt Fd.	99.8	108.3	-0.4	6.17
Intl. Tst. (Acc.)	31.7	34.1	.....	0.80

Gibbs (Antony) Unit Tst. Mgs. Ltd. (a)
3 Frederick's Pl., Old Jewry, EC2 01-588 4111

Extra Income	32.5	35.0	-0.1	9.60
Income	47.9	51.5	+0.2	7.80
Accumulation	77.5	84.3	.....	4.10
Growth	44.9	48.8	-0.6	5.3
Capital	49.9	54.2	-0.5	4.80
Small Co's	46.0	50.0	-0.1	4.20
Technology	71.0	77.2	-0.8	3.80
Private	43.3	47.1	.....	4.40
Intl. Ens. & Assets	50.0	53.8	.....	4.00
American	23.3	25.1	.....	2.20
Far East & Gen.	25.3	27.2	-0.2	2.80
Far East Trust	27.3	29.4	-0.4	3.10

Govett (John)♥
77 London Wall, EC2 01-588 5620

S'hir March 30	147.1	155.0	.....	2.30
Do. Accum. Unit	178.6	188.2	.....	2.30

Next dealing April 11.

Grieveson Management Co. Ltd.
59 Gresham Street, EC2P 2DS 01-606 4433

Barrington Mar. 28	255.0	267.1	.....	4.27
(Accum. Units)	284.6	298.1	.....	4.27
Bng. H. Yd. March 29	196.9	206.2	.....	8.21
(Accum. Units)	239.9	251.3	.....	8.21
Endeav. Mar. 27	239.3	249.6	.....	3.23
(Accum. Units)	249.5	260.2	.....	3.23
Grndstr. March 30	90.8	94.5	.....	3.27
(Accum. Units)	95.3	99.1	.....	3.27
Ln. & Brsls. Mar. 28	71.0	74.0	.....	5.04
(Accum. Units)	75.4	78.5	.....	5.04

Guardian Royal Ex. Unit Mgrs. Ltd.
Royal Exchange, EC3P 3DN 01-628 8011

(ag) Guardhill Tst.	110.6	114.6	+0.1	3.85

Henderson Administration♥ (a)(c)(g)
Premier UT Admin., 5, Rayleigh Road, Hutton, Brentwood, Essex. 0277 217238

U.K. Funds				
Cabot Recovery	53.6	56.4	-0.2	5.13
Cap. Growth Inc.	62.7	67.0	-0.6	1.98
Cap. Growth Acc.	64.8	70.0	-0.6	1.94
Income & Assets	38.4	40.9	-0.2	5.90
High Income Funds				
High Income	70.7	75.6	-0.3	7.40
Cabot Extra Inc.	62.3	66.7	-0.4	8.08
Cabot Pref. & Gilt	49.9	52.5	-0.2	12.24
Sector Funds				
Financial & ITU	33.2	35.6	-0.4	3.14
Oil & Nat. Res.	31.8	33.9	-0.3	2.04
International				
Cabot	89.3	95.3	-0.6	2.78
International	35.0	37.5	-0.3	2.75
World Wide March 30	90.1	96.4	.....	3.50
Overseas Funds				
Australian	37.5	40.3	-0.4	2.20
European	44.2	47.6	+0.1	4.09
Far East	77.1	82.9	.....	2.55
N. Am.	37.9	40.8	.....	2.30
Cabot Am. Sm.	51.0	54.9	.....	2.43
Exempt Funds				
Japan March 30	91.1	94.9	.....	4.20
N. Amer. March 30	116.2	122.0	.....	4.98
Smaller Cos.	126.3	131.6	-1.5	5.32

Hill Samuel Unit Tst. Mgrs.† (a)
45 Beech St., EC2P 2LX 01-628 8011

(b) British Trust	173.7	185.8	+0.4	4.76
(b) Capital Trust	33.3	35.7	.....	4.28
(g) Dollar Trust	75.9	81.2	.....	3.04
(b) Financial Trust	107.5	115.0	-0.4	4.19
(b) High Yield Tst.	33.1	35.5	-0.2	7.61
(b) Income Trust	29.9	32.0	.....	7.08
(g) Int'l Trust	37.1	39.7	+0.2	3.10
(b) Security Trust	56.3	60.4	.....	5.07
Gen. Exempt Mar. 15	£136.0	144.0	.....	4.21

Investment Intelligence Ltd.♥ (a)(g)
15, Christopher Street, E.C.2. 01-247 7243

Intel. Inv. Fund	32.8	35.1	-0.2	7.00
Intel. Pacific Fund	56.5	60.7	-0.5	0.70

Key Fund Managers Ltd. (a)(g)
25, Milk St., EC2V 8JE. 01-606 7070

Key Energy In. Fd.	93.0	99.0	-0.4	2.22
Key Equity & Gen.	78.5	83.4	+0.2	4.42
♦Key Exempt Fd.	215.7	227.4	+10.8	4.82
Key Income Fund	85.0	90.5	-0.5	9.23
Key Fixed Int. Fd.	59.6	63.4	.....	12.48
Key Small Co's Fd.	132.9	141.4	-0.5	4.02

Kleinwort Benson Unit Managers♥
20, Fenchurch St., EC3 01-623 8000

K.B. Unit Fd. Inc.	97.5	105.5	.....	5.12
K.B. Unit Fd. Ac.	126.1	136.5	.....	5.12
K.B. Fd. Inv. Tsts.	61.9	67.3	+5.9	4.35
K.B. Fd. In. Tst. Acc.	63.8	69.3	+6.0	4.35
KB Smlr Co's Fd Inc.	52.6	57.2	.....	6.38
KB Sm. Cos. Fd. Acc.	54.1	58.8	.....	6.38
High Yld. Fd. Inc.	49.2	53.1	.....	8.27
High Yld. Fd. Acc.	50.1	54.1	.....	—

L & C Unit Trust Management Ltd.♥
The Stock Exchange, EC2N 1HP. 01-588 2800

L&C Inc. Fd.	159.4	164.4	.....	7.64
L&C Intl & Gen Fd	104.2	107.5	.....	2.94

Lawson Secs. Ltd.♥ (a)(c)
37, Queen's St., London EC4R 1BY 01-236 5281

‡Raw. Materials	40.8	—	.....	—
‡(Accum. Units)	47.8	—	.....	—
*Growth Fund	56.9	—	.....	2.64
*(Accum. Units)	63.4	—	.....	2.64
††Gilt and Warrant	45.8	49.6	.....	1.47
‡American Fd.	18.8	—	.....	—
‡(Accum Units)	20.2	—	+0.6	—

Deal. ‡Mon. *Tues. ††Wed. ‡Thurs.

Legal & General Tyndall Fund♥
18, Canynge Road, Bristol. 0272 32241

Dis. March 14	70.2	74.4	.....	4.40
(Accum. Units)	88.2	93.4	.....	4.40

Next sub. day April 11.

Leopine Administration Ltd.
2, Duke St., London W1M 6JP. 01-486 5991

Leo Dist.	91.5	96.3	+0.5	4.11
Leo Accum.	100.1	105.4	+0.5	3.76

Lloyds Bk. Unit Tst. Mngrs. Ltd.♥ (a)
Registrar's Dept., Goring-by-Sea, Worthing, West Sussex. 01-623 1288

Balanced	62.8	67.5	+0.2	3.89
Do. (Accum.)	87.8	94.4	+0.3	3.89
Worldwide Gwth.	60.2	64.7	-0.2	1.81
Do. (Accum.)	76.4	82.1	-0.3	1.81
Income	95.9	103.1	-0.1	5.72
Do. (Accum.)	134.4	144.5	-0.2	5.75
Extra Income	68.5	73.6	-0.3	7.40
Do. (Accum.)	80.1	86.1	-0.3	7.40

Lloyd's Life Unit Tst. Mngrs. Ltd.
72-80, Gatehouse Rd., Aylesbury. 0296 5941

Equity Accum.	197.4	207.8	.....	4.11

M & G Group♥ (y)(c)(z)
Three Quays, Tower Hill, EC3R 6BQ. 01-626 4588
See also Stock Exchange Dealings.

American	48.1	51.2	+0.5	1.90
(Accum. Units)	49.6	52.8	+0.5	1.90
Australasian	51.6	55.0	+0.6	2.32
(Accum. Units)	53.2	56.7	+0.6	2.32
Commodity	92.0	98.0	-0.6	4.03
(Accum. Units)	102.3	108.9	-0.7	4.03
Compound Growth	132.4	143.7	-1.9	3.42
Conversion Growth	65.4	70.3	-0.1	3.04
Conversion Inc.	75.9	80.9	-0.6	8.12
Dividend	157.1	166.0	-2.8	7.68
(Accum. Units)	268.3	285.7	-5.5	7.68
European	50.8	54.1	.....	4.66
(Accum. Units)	52.6	56.0	-0.1	4.66
Extra Yield	95.7	101.9	-1.4	7.89
(Accum. Units)	135.1	145.3	-2.1	7.89
Far Eastern	58.9	62.4	+0.2	3.03
(Accum. Units)	60.0	63.9	+0.3	3.03
Fund of Inv. Tsts.	68.8	74.6	-0.5	4.77
(Accum. Units)	85.3	92.6	-0.7	4.77
General	199.5	212.5	-4.1	5.67
(Accum. Units)	316.9	337.5	-6.6	5.67
High Income	116.9	124.5	-1.9	8.08
(Accum. Units)	201.9	215.0	-3.2	8.08
Japan	154.2	164.2	+0.6	3.95
(Accum. Units)	156.5	166.7	+0.7	3.95
Magnum	227.3	244.8	-3.5	4.80
(Accum. Units)	291.4	313.3	-4.6	4.80
Midland	207.6	222.1	-2.1	6.52
(Accum. Units)	353.5	376.8	-3.6	6.52
Recovery	109.5	116.8	-2.3	3.32
(Accum. Units)	114.2	121.6	-2.4	3.32
Second Gen.	203.8	221.1	-2.8	4.77
(Accum. Units)	315.4	342.2	-4.4	4.77
Smaller Companies	196.	211.2	-3.2	3.58
(Accum. Units)	253.9	272.9	-4.0	3.58
Specialised Funds				
Trustee	164.1	176.4	-3.8	6.06
(Accum. Units)	329.2	353.9	-7.5	6.06
‡‡Charibond Mar. 27		112.9	.....	11.22
‡‡Charifund Mar. 27	166.8	169.4	.....	7.36
(Accum. Units)	222.1	225.5	.....	7.36
Pens. Ex. April 2	162.8	171.8	+1.8	5.56

ManuLife Management Ltd.
St. George's Way, Stevenage. 0438 56101

Growth Units	68.5	72.1	.....	3.53

Mayflower Management Co. Ltd.
14-18, Gresham St., EC2V 7AU. 01-606 8099

Income March 20	111.8	117.7	.....	8.43
General March 20	75.6	79.6	.....	5.69
Internl. March 20	46.6	49.1	.....	3.00

Mercury Fund Managers Ltd.
30, Gresham St., EC2P 2EB. 01-600 4555

Merc. Gen. March 28	232.9	247.8	.....	4.52
Acc. Units March 28	311.3	331.2	.....	4.52
Merc. Int. March 28	68.9	73.3	.....	5.24
Acc. Units March 28	75.1	79.9	.....	5.24
Merc. Ext. Feb. 22	250.4	260.8	.....	5.00
Accm. Units Feb. 22	307.3	320.1	.....	5.00

Midland Bank Group Unit Trust Managers Ltd.♥ (a)
Courtwood House, Silver Street, Head, Sheffield, S1 3RD. Tel: 0742 79842

Commodity & Gen.	74.7	81.4	-0.1	4.85
Do. Accum.	88.0	95.8	-0.2	4.85
Growth	36.3	39.1	-0.1	3.35
Do. Accum.	39.3	42.3	-0.2	3.35
Capital	28.0	30.2	-0.2	3.95
Do. Accum.	31.0	33.4	-0.1	3.95
Income	56.6	60.9	-0.1	6.68
Do. Accum.	67.7	72.9	-0.1	6.68
International	40.7	44.0	-0.2	2.95
Do. Accum.	43.8	47.2	-0.2	2.95
High Yield	66.0	75.1	-0.2	8.33
Do. Accum.	74.0	79.7	-0.2	8.33
Equity Exempt*	121.7	128.4	.....	4.88
Do. Accum.*	121.7	128.4	.....	4.88
Japan & Pacific	39.8	42.8	-0.9	0.89
Do. Accum.	39.8	42.8	-0.9	0.89

*Prices at March 30. Next dealing April 6.

Minster Fund Managers Ltd.
Minster Hse., Arthur St., EC4. 01-623 1050

Minster March 26	41.7	43.7	.....	5.77
Exempt Feb. 28	104.9	108.9	.....	5.14

MLA Unit Trust Mngmnt. Ltd.
Old Queen Street, SW1A 9JG. 01-930 7333

MLA Units	57.0	59.9	.....	3.17

Murray Johnstone U.T. Mgmt.♥ (a)
163, Hope Street, Glasgow, G2 2UH. 041-221 5521

MJ European	74.6	79.4	.....	4.19

Dealing Day Friday.

Mutual Unit Trust Managers♥ (a)(g)
15 Copthall Ave., EC2R 7BU. 01-606 4803

Mutual Sec. Plus	57.4	60.9	-0.4	6.04
Mutual Inc. Tst.	80.3	85.6	-0.4	6.77
Mutual Blue Chip	49.3	55.2	-0.4	6.12
Mutual High Yld.	62.2	66.7	-0.3	8.09

National and Commercial
31, St. Andrew Square, Edinburgh. 031-556 9151

Income March 28	175.8	182.2	.....	5.43
(Accum. Units)	244.8	253.8	.....	5.43
Capt. March 28	147.4	152.8	.....	3.09
(Accum. Units)	181.4	188.2	.....	3.09

National Provident Inv. Mngrs. Ltd.♥
48, Gracechurch St., EC3P 3HH. 01-623 4200

N.P.I. Gth. Un. Tst.	56.9	60.6	.....	4.35
(Accum. Units)*	70.7	75.3	.....	4.35
NPI O'seas. Trust	131.7	139.8	.....	2.25
(Accum. Units)**	142.6	151.8	.....	2.25

**Prices on Feb. 29. Next dealing April 26.
*Prices on March 28. Next dealing April 11.

National Westminster♥ (a)
161, Cheapside, EC2V 6EU. 01-606 6060

Capital (Accum.)	75.8	81.5	-0.2	5.01
Extra Inc.	73.1	78.6	-0.2	7.67
Financial	38.0	40.8	-0.1	4.82
Growth Inv.	96.4	103.6	+0.1	4.61
Income	38.6	41.5	.....	6.71
Portfolio Inv. Fd.	80.4	84.1	.....	5.28
Universal Fd. (d)	50.8	54.6	-0.3	2.60

NEL Trust Managers Ltd.♥ (a)(g)
Milton Court, Dorking, Surrey. 5911

Nelstar	68.0	71.5	.....	4.94
Nelstar High Inc.	52.9	55.6	-0.1	7.43

Norwich Union Insurance Group (b)
P.O. Box 4, Norwich, NR1 3NG. 0603 22200

Group Tst. Fd.	419.0	441.1	-1.7	4.75

Pearl Trust Managers Ltd. (a)(g)(z)
252, High Holborn, WC1V 7EB. 01-405 8441

Pearl Growth Fd.	27.7	29.8	-0.2	4.51
Accum Units	32.9	35.4	-0.2	4.51
Pearl Inc.	37.5	40.4	-0.1	6.31
Pearl Unit Tst.	41.3	44.5	.....	4.75
(Accum. Units)	54.4	58.5	.....	4.75

Pelican Units Admin. Ltd. (g)(x)
57-63, Princes St., Manchester. 061-236 5685

Pelican Units	104.2	112.0	-0.6	4.09

Perpetual Unit Trust Mngmt.♥ (a)
48, Hart St., Henley on Thames 04912 6868

P'petual Gp. Gth.	53.2	57.2	.....	3.72

For Piccadilly see Gibbs (Antony)

Practical Invest Co. Ltd.♥ (y)(c)
44, Bloomsbury Sq., WC1A 2RA 01-623 8893

Practical March 28	164.7	174.7	.....	4.26
Accum. Units	240.2	254.6	.....	4.26

Provincial Life Inv. Co. Ltd.♥
222, Bishopsgate, EC2. 01-247 6533

Prolific Units	93.4	100.0	-0.4	3.15
High Income	145.8	156.2	-0.7	6.52

Prudl. Portfolio Mngrs. Ltd.♥ (a)(b)(c)
Holborn Bars, EC1N 2NH. 01-405 9222

Prudential	152.5	162.0	.....	4.13

Quilter Management Co. Ltd.♥
The Stock Exchange, EC2N 1HP. 01-600 4177

Quadrant Gen. Fd.	128.6	134.0	+3.4	3.62
Quadrant Income	147.8	152.4	+7.9	7.34

Reliance Unit Mgrs. Ltd.♥
Reliance Hse., Tunbridge Wells, Kt. 0892 22271

Opportunity Fd.	74.6	79.8	.....	5.43
Seklorde T. (Acc.)	48.6	52.2	-0.3	5.11
Seklorde T. Inc.	46.6	49.8	-0.4	5.11

Ridgefield Management Ltd.
38-40, Kennedy St., Manchester 061-236 8521

Ridgefield Int. UT	93	100	.....	2.45
Ridgefield Income	97.0	104.0	.....	8.85

Rothschild Asset Management (g)
72-80, Gatehouse Rd., Aylesbury. 0296 5941

N.C. Equity Fund	189.8	201.9	+0.4	3.48
N.C. Engy. Res. Tst.	116.8	124.2	-0.9	2.39
N.C. Income Fund	168.9	179.6	-0.5	6.88
N.C. Intl. Fd. (Inc.)	82.0	87.2	-0.2	2.10
N.C. Intl. Fd. (Acc.)	83.0	88.2	-0.3	2.10
N.C. Smllr Coys Fd.	192.1	204.4	-2.0	3.78

Rowan Unit Trust Mngt. Ltd.♥ (a)
City Gate Hse., Finsbury Sq., EC2. 01-606 1066

American March 29	66.5	70.0	.....	1.02
Securities March 27	202.0	214.0	.....	4.00
High Yield March 30	60.8	63.5	.....	8.03
(Accum. Units)	88.8	93.3	.....	8.03
Merlin March 28	92.1	97.0	.....	3.63
(Accum. Units)	115.9	122.1	.....	3.63

Royal Tst. Can. Fd. Mgrs. Ltd.
54, Jermyn Street, S.W.1. 01-629 8252

Capital Fd.	75.5	79.7	.....	3.26
Income Fd.	76.6	80.8	.....	6.95

Prices at March 30. Next dealing April 13.

Save & Prosper Group♥
4, Great St. Helens, London EC3P 3EP
68-73 Queen St., Edinburgh EH2 4NX
Dealings to: 01-554 8899 or 031-226 7351

International Funds				
Capital	38.9	41.8	.....	2.70
I.T.U.	28.0	30.1	-0.2	3.89
Univ. Growth	69.8	75.0	-0.2	2.12
Increasing Income Fund				
High-Yield	58.0	62.3	-0.3	6.97
High Income Funds				
High Return	75.2	80.8	-0.4	7.90
Income	46.6	50.0	-0.1	9.00
U.K. Funds				
UK Equity	52.4	56.3	+0.1	4.38
Overseas Funds (z)				
Europe	81.8	87.9	+0.9	3.63
Japan	87.4	93.9	.....	2.62
S.E. Asia	37.8	40.6	.....	1.77
U.S.	67.8	72.9	-0.3	1.39
Sector Funds				
Commodity	91.6	98.4	-0.1	3.38
Energy	80.2	86.2	.....	1.77
Financial Secs.	75.6	81.2	-0.3	3.85
High-Minimum Funds				
Select Internat.	271.8	286.8	-0.4	3.11
Select Income	61.9	65.3	-0.3	6.99
Exempt Funds♦				
Exempt Income*	189.6	200.2	.....	6.74
Exempt Intl.*	265.4	280.2	.....	2.25

*Prices at March 28. Next sub. day April 11.

Scotbits Securities Ltd.

Scotbits	41.65	44.6	-0.1	3.75
Scotyield	55.9	60.1	-0.3	6.85
Scotshares	73.0	78.4	-0.1	3.95

Schlesinger Trust Mngrs. Ltd. (a) (z)
140, South Street, Dorking. (0306) 86441

Am. Exempt	22.3	23.5	.....	4.52
Am. Growth	27.5	29.7	-0.1	2.79
Am. Smaller Cos.	29.7	31.9	+0.3	—
Exempt High Yld.	30.4	32.0	-0.2	7.19
Exempt Mkt. Ldrs.	31.6	33.3	+0.1	3.76
Extra Inc. Tst.	32.7	35.3	-0.4	8.74
Income Dist.	44.2	48.0	-0.4	8.98
Inc. 10% Wdrwl.	33.5	36.4	-0.4	—
Inv. Tst. Units	28.5	30.6	-0.2	5.15
Intl. Growth	49.7	53.4	-0.4	3.45
Market Leaders	35.6	38.5	.....	3.96
"Nil Yield"	30.8	33.3	-0.2	—
Pref. & Gilt Trust	23.2	24.9	.....	12.39
Property Shares	38.0	41.3	-0.2	1.60
Special Sit. Tst.	39.5	42.5	-0.3	1.74
U.K. Grth. Accum.	27.3	29.4	-0.2	4.48
U.K. Grth. Dist.	23.6	25.4	-0.1	4.48

J. Henry Schroder Wagg & Co. Ltd.♥
120, Cheapside, E.C.2. 01-240 3434

Capital March 27	117.8	122.0	.....	2.84
(Accum. Units)	143.9	149.1	.....	2.84
Income March 27	219.8	227.7	.....	6.99
(Accum. Units)	336.0	348.1	.....	6.99
General March 28	102.7	106.5	.....	3.88
(Accum. Units)	129.9	135.3	.....	3.88
Europe March 22	31.1	33.0	.....	3.32
(Accum. Units)	34.6	36.8	.....	3.32
*Pn&ChaFd March 20	196.4	202.4	.....	4.12
*Recovery March 6	219.9	226.6	.....	4.83
*Spec. Ex. March 6	295.3	304.4	.....	3.77

*For tax exempt funds only

Scottish Equitable Fnd. Mgrs. Ltd.♥
28 St. Andrews Sq. Edinburgh 031-556 9101

Income Units	58.6	62.7	.....	4.62
Accum. Units	68.6	73.0	.....	4.62

Dealing day Wednesday.

Sebag Unit Tst. Managers Ltd.♥ (a)
PO Box 511, Bcklbry. Hse., E.C.4. 01-236 5000

Sebag Capital Fd.	41.4	43.4	-0.1	3.16
Sebag Income Fd.	33.9	35.5	-0.1	7.67

Security Selection Ltd.
15-19 Lincoln's Inn Fields, WC2. 01-831 6936/9

Unvl Gth Tst Acc.	25.2	26.9	.....	4.52
Unvl Gth Tst Inc.	21.4	22.8	.....	4.52

Stewart Unit Tst. Managers Ltd. (a)
45, Charlotte Sq., Edinburgh. 031-226 3271

†Stewart American Fund				
Standard Units	58.9	62.4	-0.6	1.50
Accum. Units	64.0	67.9	+0.6	1.50
Withdrawal Units	47.0	50.3	+0.5	—
*Stewart British Capital Fund				
Standard	159.7	173.2	.....	3.95
Accum. Units	179.6	194.8	.....	3.95

Dealing †Tues. & Fri. *Wed.

Sun Alliance Fund Mngt. Ltd.
Sun Alliance Hse., Horsham. 0403 64141

Exp. Eq. Tst. March 14	£264.30	278.30	.....	3.83
♥The Family Fd.	115.7	123.0	-0.2	3.34

Target Tst. Mngrs. Ltd.♥ (a) (g)
31, Gresham St., EC2. Dealings: 0296 5941

Target Commodity	45.4	48.8	.....	3.76
Target Financial	72.5	78.7	-0.9	4.01
Target Equity	42.8	46.0	-0.8	5.58
Target Ex. March 28	237.6	250.1	.....	6.12
♦Do. Acc. Units	331.5	348.9	.....	6.12
Target Gilt Fund	134.8	141.4	+0.9	3.00
Target Growth	33.8	36.3	.....	4.49
Target Pacific Fd.	23.6	25.4	-0.1	2.21
Do. Reinv. Units	26.2	28.2	-0.2	2.21
Target Inv.	35.9	38.6	-0.3	3.68
Target Pr. March 28	175.6	184.8	.....	5.05
Tgt. Inc.	30.7	33.0	-0.1	8.25
Tgt. Pref.	13.1	14.4	.....	12.30
Tgt. Special Sits.	22.5	24.2	.....	4.63

Target Tst. Mgrs. (Scotland) (a) (b)
19, Athol Crescent, Edin. 3. 031-229 8621/2

Target Amer. Eagle	26.2	28.2	.....	2.98
Target Thistle	48.6	50.3	+0.1	5.74
Extra Income Fd.	63.7	68.5	-0.3	9.75

Trades Union Unit Tst. Managers♥
100, Wood Street, E.C.2. 01-628 8011

TUUT March April 2	57.8	61.5	+6.5	5.72

Transatlantic and Gen. Secs. Co.♥
91-99 New London Rd. Chelmsford 0245 51651

Barbican March 29	88.5	93.9	.....	5.37
(Accum. Units)	139.3	147.6	.....	5.37
♦Barb. Expt. Mar. 29	82.2	84.5	.....	5.48
Buckhm. March 29	94.0	99.4	.....	3.66
(Accum. Units)	118.4	125.1	.....	3.66
Colemco March 30	147.4	155.5	.....	5.16
(Accum. Units)	185.1	195.3	.....	5.16
Cumbt. March 28	63.0	67.2	.....	6.22
(Accum. Units)	70.6	75.3	.....	6.22
Glen March 27	59.2	62.7	.....	4.52
(Accum. Units)	77.2	81.8	.....	4.52
Marlboro March 27	56.3	59.0	.....	3.10
(Accum. Units)	65.6	68.8	.....	3.10
Van. Gwth. Mar. 27	55.5	58.4	.....	2.95
(Accum. Units)	69.7	73.4	.....	2.95
Van 'Hy March 27	77.7	81.8	.....	8.21
Vang. T'ee March 28	51.2	53.9	.....	6.17
(Accum. Units)	54.6	57.5	.....	6.17
Wicknr. March 29	73.6	77.8	.....	4.20
(Accum. Units)	90.3	95.4	.....	4.20
Wick-Div. March 30	77.4	82.4	.....	7.65
Do. Accum.	90.8	96.7	.....	7.65

Tyndall Managers Ltd.♥
18, Canynge Road, Bristol. 0272 32241

Income March 28	108.6	114.2	.....	8.23
(Accum. Units)	206.2	216.6	.....	8.23
Capital March 28	147.0	154.4	.....	4.49
(Accum. Units)	209.6	220.2	.....	4.49
Exempt March 28	124.6	131.0	.....	7.70
(Accum. Units)	181.2	190.4	.....	7.70
Int. Earns. March 28	293.0	307.8	.....	4.69
(Accum. Units)	337.0	354.0	.....	4.69
Pref. March 28	109.6	116.2	.....	12.95
(Accum. Units)	138.6	147.0	.....	12.95

24, Castle St., Edinburgh. 031 225 1168

Scot. Inc. March 28	174.6	185.2	.....	8.00
Scot. Cap. March 28	156.2	165.6	.....	5.35
(Accum. Units)	189.0	200.4	.....	5.35

London Wall Group 0272 32241

Capital Growth	93.2	99.7	-0.4	5.91
Do. Accum.	99.8	106.7	-0.5	5.91
Extra Inc. Growth	42.1	45.2	-0.3	9.94
Do. Accum.	50.8	54.6	-0.4	9.94
Financial Pr'rty.	20.1	21.6	+0.2	4.40
Do. Accum.	25.3	27.2	+0.2	4.40
High Inc. Priority	65.9	70.5	-0.5	8.51
International	26.2	28.0	-0.2	3.50
Special Sits.	42.2	45.3	-0.4	4.72

TSB Unit Trusts (y)
21, Chantry Way, Andover, Hants. 0264 62188
Dealings to 0264 63432-3

(b) TSB General	53.0	56.6	-0.3	3.83
(b) Do. Accum.	69.0	73.7	-0.5	3.83
(b) TSB Income	66.9	71.2	-0.5	6.94
(b) Do. Accum.	71.8	76.9	-0.5	6.94
TSB Scottish	90.3	96.1	-0.4	2.55
(b) Do. Accum.	97.7	104.0	-0.1	2.53

Ulster Bank♥ (a)
Waring Street, Belfast. 0232 35231

(b) Ulster Growth	42.1	45.2	-0.1	5.81

Unit Trust Account & Mgmt. Ltd.
King William St. EC4R 9AR 01-623 4951

Friars Hse. Fund	45.6	48.0	+1.7	4.26
Wieler Grth. Fnd.	33.8	35.6	.....	4.27
Do. Accum.	40.4	42.6	.....	4.27

Wieler Growth Fund
King William St. EC4R 9AR 01-623 4951

Income Units	33.8	35.6	.....	4.27
Accum. Units	40.4	42.6	.....	4.27

INSURANCE AND PROPERTY BONDS

Abbey Life Assurance Co. Ltd.
1-3 St. Paul's Churchyard, EC4. 01-248 9111

Equity Fund	41.3	33.5	.....	—
Equity Acc.	35.6	37.5	.....	—
Property Fd.	158.1	166.5	.....	—
Property Acc.	168.9	177.8	.....	—
Selective Fund	100.8	106.2	.....	—
Convertible Fund	137.2	144.5	.....	—
♥Money Fund	127.6	134.4	.....	—
♥Prop. Fd. Ser. 4	137.9	145.2	.....	—
♥Man. Fd. Ser. 4	148.9	156.8	.....	—
♥Equity Fd. Ser. 4	40.0	42.2	.....	—
♥Conv. Fd. Ser. 4	117.0	123.2	.....	—
♥Money Fd. Ser. 4	116.0	122.1	.....	—

Prices at March 27. Valuation normally Tuesday.

Albany Life Assurance Co. Ltd.
31, Old Burlington St., W.1. 01-437 5962

♥Equity Fd. Acc.	224.1	235.9	.....	—
♥Fixed Int. Acc.	158.4	166.7	.....	—
♥Gtd. Money Fd. Ac.	119.4	125.6	.....	—
♥Intl. Man. Fd. Acm.	114.3	120.3	.....	—
♥Prop. Fd. Acc.	118.8	124.1	.....	—
♥M'ple Inv. Acc.	188.9	198.8	.....	—
Equity Pen. Fd. Acc.	272.2	286.5	.....	—
Fixed I. Pen. Acc.	213.5	224.4	.....	—
G'td. Mon. Pen. Acc.	138.8	146.0	.....	—
Intl. Mn. PnFdAcc.	123.2	129.7	.....	—
Prop. Pen. Acc.	137.2	144.4	.....	—
M'ple Inv. Pen. Acc.	240.5	253.7	.....	—

AMEV Life Assurance Ltd.♥
Alma Hse., Alma Rd., Reigate. Reigate 40101

AMEV Managed	163.3	172.1	.....	—
AMEV Mgd. "B"	134.2	141.2	.....	—
AMEV Money Fd.	109.8	115.6	.....	—
AMEV Equity Fd.	124.5	131.2	.....	—
AMEV Fixed Int.	98.3	103.6	.....	—
AMEV Prop. Fd.	105.9	109.8	.....	—
AMEV Mgd. Pen. Fd.	115.9	122.1	.....	—
AMEV Mgd. Pen. "B"	114.9	121.0	.....	—
Flexiplan	114.7	120.9	.....	—
AMEV/Framlington				
American	81.8	86.2	-0.7	—
Income	108.6	114.4	.....	—
Int. Growth	94.8	99.9	.....	—

For Arrow Life Assurance see Providence Capitol Life Assurance

Barclays Life Assur. Co. Ltd.
252 Romford Rd., E7. 01-534 5544

Barclaybonds*	140.6	148.0	.....	—
Equity	137.5	144.8	-0.5	—
Gilt-edged	118.9	125.2	-0.1	—
Property	117.5	123.7	+0.1	—
International	89.0	93.7	-0.7	—
Managed	122.1	128.6	-0.4	—
Money	102.9	108.4	.....	—
Man. Pens. Accum.	119.7	126.0	.....	—
Do. Initial	113.3	119.3	.....	—
Gilt Edg. Pens. Acc.	112.4	118.4	.....	—
Do. Initial	105.7	111.3	.....	—
Money Pens. Acc.	106.7	112.4	.....	—
Do. Initial	100.1	105.4	.....	—

*Current unit value April 3.

Beehive Life Assur. Co. Ltd.♥
71, Lombard St., EC3. 01-623 1288

Managed Inv. Fd.	—	—	.....	—
Property Fd.	—	—	.....	—
Fixed Interest Fd.	—	—	.....	—
Cash Fd.	—	—	.....	—
Income Fd.	—	—	.....	—
Extra Income Fd.	—	—	.....	—
Worldwide Growth Fd.	—	—	.....	—
Balanced Fd.	—	—	.....	—

Canada Life Assurance Co.
2-6, High St., Potters Bar, Herts. P. Bar 51122

Eqty. Gth. Fd. Mar. 1	70.0	—	+5.6	—
Retmt. Fed. Mar. 6	—	123.2	.....	—

Cannon Assurance Ltd.
1 Olympic Way, Wembley HA9 0NB. 01-902 8876

Equity Units	£20.15	—	-0.23	—
Property Units	£11.60	—	.....	—
Equity Bond/Exec.	£13.60	14.39	-0.16	—
Prop. Bond/Exec.	£14.66	15.30	.....	—
Bal. Bd./Exec/Unit	£14.80	15.66	-0.02	—
Deposit Bond	116.5	123.3	+0.2	—
Equity Accum.	216	—	-3.0	—
Property Accum.	£14.19	—	+0.01	—
Mngd. Accum.		187	-6	—
2nd Equity	109.3	115.7	-1.3	—
2nd Property	113.7	120.3	+0.1	—
2nd Managed	110.3	116.7	-0.1	—
2nd Deposit	102.6	108.6	+0.3	—
2nd Gilt	110.7	106.6	-0.8	—
2nd. American	77.7	82.2	+2.3	—
2nd Eq. Pens/Acc.	117.0	123.8	-1.8	—
2nd Prp. Pens/Acc.	120.8	127.8	+0.1	—
2nd Mgd. Pens/Acc.	116.8	123.6	-0.4	—
2nd Dep. Pens/Acc.	107.0	113.2	+0.3	—
2nd Gilt Pens/Acc.	103.8	109.8	-0.6	—
2nd Am. Pens/Acc.	82.2	87.0	+2.4	—
L & E S.I.F.	44.5	47.5	-0.5	—
L & E S.I.F. 2	31.0	33.0	-0.5	—

Current value March 30.

Capital Life Assurance♥
Coniston House, Chapel Ash W'ton. 0902 28511

Key Invest. Fd.		109.55	.....	—
Pacemaker Inv. Fd.		85.39	.....	—

Charterhouse Magna Gp.♥
Stephenson Hse., Brunel Centre, Bletchley, Milton Keynes. 0908 641272

Chrthse. Energy	39.7	41.7	.....	—
Chrthse. Money	30.0	32.0	.....	—
Chrthse. Managed	40.5	42.5	.....	—
Chrthse. Equity	37.5	39.5	.....	—
Magna Bld. Soc.		138.2	.....	—
Magna Managed		158.3	.....	—

Chieftain Assurance Funds
11 New Street, EC2M 4TP. 01-283 3933

Managed Growth	101.13	106.46	.....	—
Managed Income	102.35	107.74	-0.22	—
International (z)	95.0	100.0	.....	—
High Income	97.68	102.83	-0.22	—
Income & Growth	95.0	100.0	.....	—
Basic Resources	100.20	105.48	.....	—
American (z)	95.0	100.0	.....	—
Far Eastern (z)	90.92	95.71	-0.42	—
Cash	96.88	101.98	.....	—

City of Westminster Assur. Co. Ltd.
Ringstead House, 6, Whitehorse Road, Croydon CR0 2JA. 01-684 9664

West Prop. Fund	66.6	70.1	.....	—
Managed Fund	199.9	210.4	.....	—
Equity Fund	71.8	75.5	-0.2	—
Farmland Fund	84.2	88.6	.....	—
Money Fund	129.3	136.1	.....	—
Gilt Fund	73.8	77.7	+0.4	—
PULA Fund	170.2	173.6	.....	—
Pens. Mngd. Cap.	134.0	141.0	.....	—
Pens. Mngd. Acc.	142.0	149.4	.....	—
Pens. Money Cap.	49.4	52.0	.....	—
Pens. Money Acc.	52.3	55.0	.....	—
Pens. Equity Cap.	62.3	65.5	-0.5	—
Pens. Equity Acc.	66.0	69.4	-0.4	—

Fund currently closed to new investment.

Perform Units		249.4	.....	—

City of Westminster Assur. Soc. Ltd.
Telephone 01-684 9664

First Units	137.9	144.7	.....	—
Property Units	57.7	60.5	.....	—

Commercial Union Group
St. Helen's, 1, Undershaft, EC3. 01-283 7500

Vr. An. Ac. March 31		70.19	.....	—
Do. Annuity Uts.		20.92	.....	—

Confederation Life Insurance Co.
50, Chancery Lane, WC2A 1HE. 01-242 0282

♥Equity Fund	195.1	205.3	.....	—
♥Managed Fund	206.3	217.1	.....	—
♥PIP Fund		466.0	.....	—
Persnl. Pen. Mngd.	86.5	91.0	.....	—
Staffgd. Mngd. Pn.	86.5	91.0	.....	—
Group Mngd. Pen.	218.8	222.5	.....	—
Fixed Int. Pen.	223.1	224.2	.....	—
Equity Pension	288.4	293.7	.....	—
Property Pension	157.2	161.4	.....	—

Cornhill Insurance Co. Ltd.
32, Cornhill, E.C.3. 01-626 5410

Cap. March 15	138.0	—	.....	—
GS Spec. March 15		57.0	.....	—
Mn. Grth. March 25	193.0	203.5	.....	—

Credit & Commerce Insurance
120, Regent St., London W1R 5FE. 01-439 7081

C&C Mngd. Fd.	123.0	133.0	.....	—

Crown Life Assurance Co. Ltd.♥
Crown Life Hse., Woking GU21 1XW. 04862 5033

Mang'd Fund Acc.	117.6	123.7	-0.8	—
Mang'd Fd. Incm.	115.2	121.2	-0.8	7.89
Mang'd Fd. Init.	114.0	120.0	-1.1	—
Equity Fd. Acc.	115.4	121.4	-0.3	—
Equity Fd. Incm.	113.3	119.2	-0.4	5.75
Equity Fd. Init.	112.5	118.4	-0.6	—
Property Fd. Acc.	98.3	103.4	.....	—
Property Fd. Incm.	98.3	—	.....	12.50
Property Fd. Init.	95.6	100.6	-0.2	—
Inv. Tst. Fd. Acc.	117.2	123.3	-0.9	—
Inv. Tst. Fd. Incm.	114.1	120.1	-0.9	5.86
Inv. Tst. Fd. Init.	114.0	119.9	-1.2	—
Fixed Int. Fd. Acc.	114.5	120.5	-0.4	—

Crown Life Assurance—contd.

Fxd. Int. Fd. Incm.	113.2	119.2	-0.4	11.13
Inter'L Fd. Acc.	111.8	117.6	-0.6	—
Inter'l. Fd. Incm.	111.8	117.6	-0.6	4.87
Money Fd. Acc.	100.0	105.2	.....	—
Money Fd. Incm.	97.6	102.7	.....	12.50
Dis. Fd. Incm.	113.8	119.7	-0.7	8.98
Crown Brt. Inv. 'A'	170.7	—	.....	—

Crusader Insurance Co. Ltd.
Vincula House, Tower Pl., EC3. 01-626 8031

Gth. Prop. Mar. 3	82.0	93.1	+4.1	—

Eagle Star Insur./Midland Assur.
1, Threadneedle St., EC2. 01-588 1212

Eagle/Mid. Units	63.7	66.1	.....	5.46

Equity & Law Life Ass. Soc. Ltd♥
Amersham Road, High Wycombe. 0494 33377

Equity Fd.	135.8	142.9	+0.1	—
Property Fd.	119.7	126.0	.....	—
Fixed Interest F.	123.4	129.8	+1.1	—
Gtd. Deposit Fd.	103.5	108.9	.....	—
Mixed Fd.	127.4	134.1	+0.5	—

Gartmore Bonds
For underlying unit prices of Gartmore Bonds/Lloyd's Life see Gartmore Fund Managers under Authorised Unit Trusts

General Portfolio Life Ins. C. Ltd.♥
60 Bartholomew Cl., Waltham Cross. WX31971

Portfolio Fd. Acc.		161.1	.....	—
Portfolio Fd. Init.		140.1	.....	—
Portfolio Managed	45.1	47.4	.....	—
P'folio. Fxd. Int.	47.7	50.1	.....	—

Gresham Life Ass. Soc. Ltd.
2 Prince of Wales Rd., B'mouth. 0202 767655

G.L. Cash Fund	101.1	106.4	.....	—
G.L. Equity Fund	120.7	127.1	.....	—
G.L. Gilt Fund	126.7	133.4	.....	—
G.L. Intl. Fund	109.2	114.9	.....	—
G.L. Ppty. Fund	106.0	111.6	.....	—

Growth & Sec. Life Ass. Soc. Ltd.♥
Weir Bank, Bray-on-Thames, Berks. 0628-34284

Flexible Finance		109.0	.....	—
Landbank Secs.		55.04	.....	—
Landbank Scs. Acc.	121.3	124.6	.....	—
G. & S. Super Fd.		£8.167	.....	—

Guardian Royal Exchange
Royal Exchange, E.C.3. 01-283 7107
Guardian Assurance

Property Bonds	204.20	212.70	.....	—
GRE Linked Life Assurance Limited				
Managed Initial	121.8	128.3	+3.1	—
Do. Accum.	122.1	128.6	+3.1	—
Equity Initial	121.5	127.9	+1.4	—
Do. Accum.	121.8	128.3	+1.3	—
Fixed Int. Initial	120.6	126.9	+3.7	—
Do. Accum.	120.8	127.2	+2.7	—
International Initial	95.7	100.8	+0.9	—
Do. Accum.	96.8	101.1	+0.9	—
Property Initial	95.0	100.0	.....	—
Do. Accum.	95.2	100.2	.....	—
Deposit Initial	95.5	100.6	.....	—
Do. Accum.	95.8	100.9	.....	—

Hambro Life Assurance Limited♥
7 Old Park Lane, London, W1 01-499 0031

Fixed Int. Dep.	130.6	137.5	.....	—
Equity	212.8	224.1	.....	—
Property	178.9	188.4	.....	—
Managed Cap.	159.6	168.0	.....	—
Managed Acc.	202.5	213.2	.....	—
Overseas	143.6	151.2	.....	—
Gilt Edged	139.4	146.8	.....	—
American Acc.	101.8	107.2	.....	—
Pen. F.I. Dep. Cap.	133.4	140.5	.....	—
Pen. F.I. Dep. Acc.	159.9	168.4	.....	—
Pen. Prop. Cap.	221.0	232.7	.....	—
Pen. Prop. Acc.	292.4	307.8	.....	—
Pen. Man. Cap.	245.8	258.8	.....	—
Pen. Man. Acc.	325.0	342.0	.....	—
Pen. Gilt Edg. Cap.	142.7	150.3	.....	—
Pen. Gilt Edg. Acc.	154.4	162.6	.....	—
Pen. Eq. Cap.	312.6	329.1	.....	—
Pen. Eq. Acc.	313.5	330.1	.....	—
Pen. B.S. Cap.	131.3	137.9	.....	—
Pen. B.S. Acc.	153.5	161.2	.....	—
Pen. D.A.F. Cap.		107.6	.....	—
Pen. D.A.F. Acc.		112.0	.....	—

Hearts of Oak Benefit Society
129, Kingsway, London, WC2 B6NF 01-404 0393

Hearts of Oak	38.6	40.7	.....	—

Hill Samuel Life Assur. Ltd.♥
NLA Twr., Addiscombe Rd., Croy. 01-686 4355

♦Property Units	171.9	180.6	+4.3	—
Property Series A	110.7	116.5	+2.8	—
Managed Units	180.2	189.8	+0.4	—
Managed Series A	106.2	111.8	+0.2	—
Managed Series C	100.9	106.3	+0.1	—
Money Units	126.3	133.0	.....	—
Money Series A	101.7	107.1	.....	—
Fixed Int. Ser. A	102.5	108.0	-0.1	—
Equity Series A	103.4	108.9	-1.0	—
Pns. Managed Cap.	161.5	170.0	.....	—
Pns. Managed Acc.	175.2	184.4	.....	—
Pns. G'teed. Cap.	110.3	116.1	.....	—
Pns. G'teed. Acc.	119.7	120.6	.....	—
Pens. Equity Cap.	119.2	125.5	.....	—
Pens. Equity Acc.	123.1	129.6	.....	—
Pns. Fxd. Int. Cap.	105.7	111.4	.....	—
Pns. Fxd. Int. Acc.	109.2	115.0	.....	—
Pens. Prop. Cap.	98.2	103.5	.....	—
Pens. Prop. Acc.	101.4	106.8	.....	—

Imperial Life Ass. Co. of Canada
Imperial House, Guildford. 71255

Grt. Fd. March 30	88.7	96.4	.....	—
Pens. Fd. March 30	82.9	90.1	.....	—
Unit Linked Portfolio				
Managed Fund	105.2	110.7	.....	—
Fixed Int. Fd.	111.6	117.4	.....	—
Secure Cap. Fd.	100.3	105.6	.....	—
Equity Fund	109.0	114.7	.....	—

Irish Life Assurance Co. Ltd.
11, Finsbury Square, EC2. 01-628 8253

Blue Chip April 3	80.2	84.0	-2.3	5.00
Co. Sr. II April 3	98.2	103.4	-2.6	—
Managed Fund	255.0	268.4	+1.3	—
Mangd. Fd. Ser. II	102.9	108.3	+0.5	—
Exempt. Man. Fd.	127.2	133.8	+5.8	—
Prop. Mld. March 1	205.4	216.2	+2.3	—
Prop. Mod. Gth.	232.8	245.0	+6.2	—
Prp. Md. Grth. Ser. II	109.6	115.3	+3.0	—

King & Shaxson Ltd.
52 Cornhill, EC3. 01-623 5433

Bond Fd. Exempt	115.30	117.05	+0.89	—

Next dealing date April 4.

Langham Life Assur. Co. Ltd.
Langham Hse., Holmbrook Dr., NW4. 01-203 5211

Harvest Pen. Fund	105.1	110.6	.....	—
Langham 'A' Plan	71.4	74.9	.....	—
♥Prop. Bond	151.7	159.7	.....	—
Wisp (SP) Man Fd	77.8	81.8	.....	—

Legal & General (Unit Assur.) Ltd.
Kingswood House, Kingswood, Tadworth, Surrey KT20 6EU. Burgh Heath 53456

Cash Initial	97.3	102.5	-0.3	—
Do. Accum.	101.7	107.1	.....	—
Equity Initial	147.8	155.6	+0.1	—
Do. Accum.	154.6	162.8	+0.6	—
Fixed Initial	139.2	146.6	-0.1	—
Do. Accum.	145.5	153.2	+0.3	—
Intl. Initial	102.3	107.7	+0.2	—
Do. Accum.	105.3	110.9	+0.5	—
Managed Initial	137.0	144.3	+0.1	—
Do. Accum.	143.2	150.8	+0.4	—
Property Initial	101.1	106.5	-0.3	—
Do. Accum.	105.7	111.3	.....	—
Legal & General (Unit Pensions) Ltd.				
Exempt Cash Init.	101.5	106.9	.....	—
Do. Accum.	105.7	111.3	.....	—
Exempt Eqty. Init.	163.4	172.1	.....	—
Do. Accum.	170.2	179.2	.....	—
Exempt Fixed Init.	137.7	145.0	.....	—
Do. Accum.	143.5	151.1	.....	—
Exempt Mngd. Init.	157.7	166.1	.....	—
Do. Accum.	164.3	173.0	.....	—
Exempt Prop. Init.	101.5	106.9	.....	—
Do. Accum.	105.7	111.3	.....	—

Legal & General Prop. Fd. Mgrs. Ltd.
11, Queen Victoria St., EC4N 4TP. 01-248 9678

L&G Prp. Fd. Mar. 8	99.7	104.3	.....	—

Next sub. day April 1.

Life Assur. Co. of Pennsylvania
8, New Rd., Chatham, Kent. Medway 812348

LACOP Units	10.00	10.50	.....	—

Lloyds Bk. Unit Tst. Mngrs. Ltd.
71, Lombard St., EC3. 01-623 1288

Exempt	106.1	111.6	.....	6.49

Lloyds Life Assurance
20, Clifton St., EC2A 4MX

Mllt. Gt. Feb. 28		1.46552	.....	—
Apr. 5'A' Prop. Mar. 29	147.9	155.7	.....	—
Op. 5'A' Eqt. Mar. 29	161.2	169.7	.....	—
Op. 5'A' Hy. Mar. 29	169.8	178.8	.....	—
Op. 5'A' Man. Mar. 29	173.5	182.7	.....	—
Op. 5'A' Opt. Mar. 29	126.6	133.3	.....	—

London A'deen & Nthn. Mtl. Assur. Ltd.
129, Kingsway, London, WC2B 6NF 01-404 0393

"Asset Builder"	47.5	50.0	.....	—

London Indemnity & Gnl. Ins. Co. Ltd
18-20, The Forbury, Reading 583511.

Money Manager	36.9	39.7	-0.3	—
M.M. Flexible	32.9	34.7	-0.3	—
Fixed Interest	37.2	39.2	+0.1	—

The London & Manchester Ass. Gp.♥
Winslade Park, Exeter. 0392 52155

Cap. Growth Fund		259.3	.....	—
♦Flex. Exempt Fd.		152.9	.....	—
♦Exempt Prop. Fd.		103.7	.....	—
♦Expt. Inv. Tst. Fd.		178.0	.....	—
Flexible Fund		124.2	.....	—
Inv. Trust Fund		152.0	.....	—
Property Fund		89.9	.....	—
Gtd. Deposit Fd.		103.8	.....	—

M & G Group♥
Three Quays, Tower Hill, EC3R 6BQ. 01-626 4588.

American Fd. Bd.*	50.6	53.2	.....	—
Convert. Deposit*	123.5	129.8	.....	—
Equity Bond**	162.1	170.3	.....	—
Extra Yield Fd. Bd.*	95.7	100.6	.....	—
Family 1980**	192.9	—	.....	—
Family 81-86**	230.5	—	.....	—
Gilt Bond***	118.3	124.4	.....	—
Internatl. Bond**	103.5	108.8	.....	—
Japan Fd. Bd.*	53.3	56.0	.....	—
Managed Bd.***	153.3	161.0	.....	—
Persnl. Pension***	208.6	—	.....	—
Property Bd.**	172.9	181.6	.....	—
Recovery Fd. Bd.*	83.8	88.1	.....	—

Prices on *March 28. **March 29. ***March 30.

Merchant Investors Assurance♥
Leon Hse., 233 High St., Croydon. 01-686 9171.

Property		165.5	.....	—
Property Pens.		177.6	.....	—
Equity		71.9	.....	—
Equity Pens.		212.6	.....	—
Money Market		158.9	.....	—
Money Mkt. Pens.		212.6	.....	—
Deposit		134.6	.....	—
Deposit Pens.		151.2	.....	—
Managed		122.4	.....	—
Managed Pens.		163.9	.....	—
Intl. Equity		105.5	.....	—
Do. Pens.		112.4	.....	—
Intl. Managed		107.1	.....	—
Do. Pens.		110.3	.....	—

NEL Pensions Ltd.
Milton Court, Dorking, Surrey. 5911

Nelex Eq. Cap.	94.9	99.8	.....	—
Nelex Eq. Accum.	139.9	147.2	-3.0	—
Nelex Money Cap.	64.1	67.5	.....	—
Nelex Mon. Acc.	70.8	74.5	.....	—
Nelex Gth Inc Cap.	56.9	59.8	.....	—
Nelex Gth Inc Acc.	60.3	63.4	.....	—
Nel Mxd. Fd. Cap.	50.2	52.8	.....	—
Nel Mxd. Fd. Acc.	52.7	55.4	.....	—
Nelex Deposit Cap.	48.0	50.5	.....	—
Nelex Deposit Acc.	48.4	50.9	.....	—

Next sub. day April 25.

NPI Pensions Management Ltd.
48 Gracechurch St., EC3P 3HH. 01-623 4200

Managed Fund	190.7	198.6	.....	—

Prices April 2. Next dealing May 1.

New Zealand Ins. Co. (UK) Ltd.♥
Maitland House, Southend SS1 2JS 0702 62955

Kiwi Key Inv. Plan	181.3	126.9	.....	—
Small Co's Fd.	115.2	121.2	-0.3	—
Technology Fd.	117.3	123.4	.....	—
Extra Inc. Fd.	107.2	112.8	+1.6	—
Extra Inc. Dist. Fd.	107.9	113.6	-0.4	—
American Fd.	98.7	103.9	.....	—
Far East Fd.	107.9	113.5	-1.6	—
Gilt Edged Fd.	108.2	113.9	.....	—
Con. Deposit Fd.	100.5	105.8	.....	—

Norwich Union Insurance Group♥
PO Box 4, Norwich NR1 3NG. 0603 22200

Managed Fund	244.5	257.3	+0.1	—
Equity Fund	419.4	441.5	-1.6	—
Property Fund	141.8	149.2	.....	—
Fixed Int. Fund	165.5	174.2	+1.3	—
Deposit Fund	110.8	116.6	+0.1	—
Nor. Unit March 15		243.0	.....	—

Pearl Assurance (Unit Funds) Ltd.
252, High Holborn, WC1V 7EB. 01-405 8441

Managed Fund	117.5	123.7	.....	—
Equity Fund	122.6	129.1	.....	—
Property Dist.	119.2	125.5	.....	—
Property Accum.	133.6	140.7	.....	—

Phoenix Assurance Co. Ltd.
4-5 King William St., EC4P 4HR. 01-626 9876

Wealth Ass.	122.8	129.3	-0.6	—
Eb'r. Ph. Ass.		95.6	+5.1	—
Eb'r. Ph. Eq. E.	88.3	93.2	.....	—

Prop. Equity & Life Ass. Co.♥
119 Crawford Street, W1H 2AS. 01-486 0857

R. Silk Prop. Bd.		191.9	.....	—
Do. Equity Bd.		83.2	.....	—
Flex Money Bd.		155.7	.....	—

Property Growth Assur. Co. Ltd.♥
Leon House, Croydon CR9 1LU. 01-680 0606

Property Fund		197.9	.....	—
Property Fund (A)		195.7	.....	—
Agricultural Fund		841.1	.....	—
Agric. Fund (A)		831.9	.....	—
Abbey Nat. Fund		163.1	.....	—
Abbey Nat. Fd. (A)		162.8	.....	—
Investment Fund		76.2	.....	—
Investment Fd. (A)		75.8	.....	—
Equity Fund		215.0	+0.2	—
Equity Fund (A)		213.7	+0.2	—
Money Fund		148.0	.....	—
Money Fund (A)		147.0	.....	—
Actuarial Fund		121.7	.....	—
Gilt-edged Fund		136.8	+0.8	—
Gilt-Edged Fd. (A)		136.8	+0.8	—
♦Retire Annuity		203.9	.....	—
♦Immed. Ann'ty		157.0	.....	—
International Fd.		105.6	.....	—
Prop. Growth Pensions & Annuities Ltd.				
All W'ther Ac. Uts.	139.9	147.0	.....	—
♥All Weather Cap.	128.9	135.4	.....	—
♥Inv. Fd. Uts.		151.1	.....	—
Pension Fd. Uts.		138.7	.....	—
Conv. Pens. Fd.		157.5	.....	—
Cnv. Pns. Cap. Ut.		138.8	.....	—
Man. Pens. Fd.		155.0	.....	—
Man. Pens. Cap. Ut.		138.8	.....	—
Prop. Pens. Fd.		155.5	.....	—
Prop. Pens. Cap. Uts.		139.7	.....	—
Bdgg. Soc. Pen. Ut.		141.1	.....	—
Bldg. Soc. Cap. Ut.		126.2	.....	—

Providence Capitol Life Ass. Co. Ltd.
30 Uxbridge Road, W12 8PG. 01-749 9111

Sel. Mkt. Fd. Cap.	84.9	89.7	.....	—
Sel. Mkt. Fd. Std.	105.4	111.4	.....	—
Pension Equity	154.0	158.8	.....	—
Pension Fxd. Int.	129.7	133.7	.....	—
Deposit Fd. Cap.	47.6	50.2	.....	—
Deposit Fd. Acc.	47.6	50.2	.....	—
Equity Fd. Cap.	53.4	56.8	.....	—
Equity Fd. Acc.	53.0	55.9	.....	—
Fxd. Int. Cap.	51.2	54.0	.....	—
Fxd. Int. Acc.	51.2	54.0	.....	—
Intnl. Cap.	44.9	47.4	.....	—
Intnl. Acc.	44.9	47.4	.....	—
Managed Fd. Cap.	51.1	53.9	.....	—
Managed Fd. Acc.	51.8	54.6	.....	—
Property Fd. Cap.	51.7	54.5	.....	—
Property Fd. Acc.	54.3	57.3	.....	—

Provincial Life Assurance Co. Ltd.
222 Bishopsgate, EC2. 01-247 6533

Prov. Managed Fd.	133.4	140.5	.....	—
Prov. Cash Fd.	109.3	115.1	.....	—
Gilt Fund	131.6	138.6	+1.1	—
Property Fund	102.6	108.1	.....	—
Equity Fund	119.4	125.7	-2.8	—
Fxd. Int. Fund	106.7	112.4	.....	—

Prudential Pensions Limited♦
Holborn Bars, EC1N 2NH. 01-405 9222

Equit. Fd. March 21	£29.03	29.93	.....	—
Fixed Int. March 21	£20.95	21.33	.....	—
Prop. Fd. March 21	£30.20	31.13	.....	—

Reliance Mutual
Tunbridge Wells, Kent. 0892 22271

Rel. Prop. Bds.		232.8	.....	—

Rothschild Asset Management
St. Swithins Lane, London EC4. 01-626 4356

N.C. Prop.	127.1	135.3	.....	—

Next sub. day April 2.

Royal Insurance Group
New Hall Place, Liverpool. 051-227 4422

Royal Shield Fd.	162.3	171.7	.....	—

Save & Prosper Group♥
4, Gt. St. Helen's, Lndn., EC3P 3EP. 01-554 8899

Bal. Inv. Fd.	139.4	147.6	-0.5	—
Property Fd.*	169.1	179.0	.....	—
Gilt Fd.	135.8	143.0	+0.7	—
Deposit Fd.†	129.3	136.2	.....	—
Comp. Pens. Fd.†	235.4	248.2	.....	—
Equity Pens. Fd.	216.1	228.1	.....	—
Prop. Pens. Fd.*	255.4	269.6	.....	—
Gilt Pens. Fd.	110.9	116.8	+0.8	—
Depos. Pens. Fd.†	106.3	111.9	.....	—

*Prices on March 27.

Schroder Life Group♥
Enterprise House, Portsmouth. 0705 27733

Equity 1		264.6	.....	—
Equity 4	255.9	269.5	.....	—
Fixed Int. 4	150.2	158.2	.....	—
Managed 4	149.1	157.1	.....	—
Money 4	112.3	118.3	.....	—
Overseas 4	94.7	99.7	.....	—
Property 4	170.4	179.4	.....	—
K & S Govt. Sec. 4	138.9	146.2	.....	—
B.S. Pen Cap. B	128.9	135.7	.....	—
B.S. Pen. Acc. B	142.8	150.3	.....	—
Mngd. Pen. Cap. B	235.2	247.7	.....	—
Mngd. Pen. Acc. B	286.9	302.1	.....	—
F. Int. Pen. Cap. B	106.7	112.4	.....	—
F. Int. Pen. Acc. B	110.2	116.1	.....	—
Money Pen. Cap. B	100.0	105.4	.....	—
Money Pen. Acc. B	103.3	108.9	.....	—
Prop. Pen. Cap. B	112.4	118.5	.....	—
Prop. Pen. Acc. B	115.9	122.1	.....	—

Scottish Widows' Group
PO Box 902, Edinburgh EH16 5BU 031-655 6000

Inv. Ply. Srs. 1 Mar. 30	124.2	124.2	.....	—
Inv. Ply. Sers. 2 Mar. 30	117.1	123.3	.....	—
Invest. Cash Mar. 30	103.3	108.8	.....	—
Ex. Ut. Acc. Mar. 21	155.3	162.0	.....	—
Ex. Ut. Inc. Mar. 21	147.1	153.4	.....	—
Pag. Pen. Mar. 28	314.7	314.7	.....	—

Solar Life Assurance Limited
10/12, Ely Place, London, EC1N 6TT. 01-242 2905

Solar Managed S	141.2	148.7	-0.9	—
Solar Property S	121.6	128.0	.....	—
Solar Equity S	202.8	212.7	-4.0	—
Solar Fxd. Int. S	127.2	133.9	+1.2	—
Solar Cash S	105.0	110.6	.....	—
Solar Intl. S	90.6	96.3	+0.7	—
Solar Managed P	140.6	148.1	-1.0	—
Solar Property P	121.2	127.6	.....	—
Solar Equity P	201.3	211.9	-4.0	—
Solar Fxd. Int. P	126.6	133.3	+1.2	—
Solar Cash P	104.5	111.1	.....	—
Solar Intl. P	90.3	96.0	+0.7	—

Sun Alliance Fund Mangmt. Ltd.
Sun Alliance House, Horsham. 0403 64141

Exp. Fd. Int. Mar. 14	£162.5	169.4	.....	—
Int. Bn. Mar. 27		£11.46	.....	—

Sun Alliance Linked Life Ins. Ltd.
Sun Alliance House, Horsham. 0403 64141

Equity Fund	156.1	164.4	-0.2	—
Fixed Interest Fd.	120.6	127.0	+0.2	—
Property Fund	124.0	130.6	.....	—
International Fd.	90.7	95.5	+0.1	—
Deposit Fund	101.2	106.6	.....	—
Managed Fund	120.0	126.4	.....	—

Sun Life of Canada (UK) Ltd.
2, 3, 4, Cockspur St., SW1Y 5BH 01-930 5400

Maple Lf. Grth.	239.8	—	.....	—
Maple Lf. Mangd.		152.5	+3.6	—
Maple Lf. Eqty.		146.9	+0.6	—
Persnl. Pn. Fd.		237.2	.....	—
Pens. Man. Cap.	107.5	113.2	.....	—
Pens. Man. Acc.	108.6	114.4	.....	—

Target Life Assurance Co. Ltd.
Target House, Gatehouse Road, Aylesbury, Bucks. Aylesbury (0296) 5941

Man. Fund Inc.	108.4	114.1	.....	—
Man. Fund Acc.	134.1	141.2	.....	—
Prop. Fd. Inc.	119.5	125.8	.....	—
Prop. Fd. Acc.		161.0	.....	—
Prop. Fd. Inv.	121.0	—	.....	—
Fixed Int. Fd. Inc.	110.1	115.9	.....	—
Dep. Fd. Inc.	99.6	104.8	.....	—
Ref. Plan Ac. Pen.	88.1	95.6	-1.1	—
Ret. Plan Cap. Pen.	72.9	79.1	-0.9	—
Man. Pen. Fd. Acc.	147.5	155.3	.....	—
Man. Pen. Fd. Cap.	132.1	139.0	.....	—
Gilt Pen. Fd. Acc.	155.2	163.4	.....	—
Gilt Pen. Fd. Cap.	143.1	150.6	.....	—
Prop. Pen. Fd. Acc.	174.5	183.7	.....	—
Prop. Pen. Fd. Cap.	170.4	179.4	.....	—
Guar. Pen. Fd. Acc.	101.1	106.4	.....	—
Guar. Pen. Fd. Cap.	99.0	104.2	.....	—
D.A. Pen. Fd. Acc.	101.0	106.3	.....	—
D.A. Pen. Fd. Cap.	99.3	104.5	.....	—

Transinternational Life Ins. Co. Ltd.
2 Bream Bldgs., EC4 1NV. 01-405 6497

♥Tulip Invest. Fd.	166.6	175.4	+5.9	—
♥Tulip Mangd. Fd.	130.1	136.9	+4.4	—
♥Man. Bond Fd.	136.6	143.7	+3.7	—
Mad. Pen. Fd. Cap.	141.6	149.0	+5.6	—
Man. Pen. Fd. Acc.	153.2	161.2	+6.3	—
♥Mngd. Inv. Fd. Int.	109.9	115.6	+3.3	—
♥Mngd. Inv. Fd. Acc.	112.6	118.5	+3.9	—

Trident Life Assurance Co. Ltd.♥
Renslade House, Gloucester. 0452 36541

Managed	137.3	145.3	.....	—
Gtd. Mgd.	160.9	170.4	.....	—
Property	164.5	174.1	.....	—
Equity/American	83.9	88.9	-0.1	—
U.K. Equity Fund	130.6	138.3	+0.2	—
High Yield	157.7	167.0	.....	—
Gilt Edged	135.6	143.6	.....	—
Money	128.7	135.6	.....	—
International	107.0	113.3	.....	—
Fiscal	138.3	146.4	.....	—
Growth Cap.	137.1	145.2	.....	—
Growth Acc.	120.3	127.1	.....	—
Pens. Equity Acc.	139.2	147.4	.....	—
Pens. Mngd. Acc.	115.4	121.9	.....	—
Pens. Gilt Edged Acc.	114.6	121.3	.....	—
Pens. Gtd. Dep. Acc.	133.8	141.7	.....	—
Pens. Pty. Acc.	133.8	141.7	.....	—
Trdt. Bond	41.0	43.0	.....	—
*Trdt. G.I. Bond		98.8	.....	—

*Cash value for £100 premium.

Tyndall Assurance/Pensions♥
18, Canynge Road, Bristol. 0272 32241

3-Way March 29	137.7	—	.....	—
Do. Pension Mar. 22	163.7	—	.....	—
Equity March 29	182.0	—	.....	—
Bond Mar. 29	178.9	—	.....	—
Property Mar. 29	122.8	—	.....	—
O'seas Inv. Mar. 29	78.1	—	.....	—
U.K. Inv. Mar. 22	176.3	—	.....	—
Deposit Mar. 29	133.9	—	.....	—
Mn. Pn. 3-W Mar. 1	186.4	—	.....	—
Equity Pen. Mar. 1	291.4	—	.....	—
Bond Pen. Mar. 1	187.4	—	.....	—
Prop. Pen. Mar. 1	96.4	—	.....	—
Deposit Pen. Mar. 22	138.2	—	.....	—

Vanbrugh Life Assurance
41-43 Maddox St., Ldn. W1R 9LA. 01-499 4923

Managed Fd. Series 2	165.2	173.9	+0.1	—
Equity Fd. Series 2	283.1	298.1	+0.3	—
Intnl. Fund Series 2	99.3	104.6	-0.1	—
Fixed Int. Fd Series 2	185.3	195.1	+0.1	—
Prop. Fd. Series 2	157.1	165.4	+0.1	—
Cash Fd. Series 2	124.4	131.0	.....	—

Vanbrugh Pensions Limited
41-43, Maddox St., Ldn., W1R 9LA 01-499 4923

Managed	116.1	122.3	.....	—
Equity	130.4	137.3	.....	—
Fixed Interest	118.1	124.4	.....	—
Property	104.1	109.6	.....	—

Guaranteed see 'Ins. Base Rates' table.

Welfare Insurance Co. Ltd.♥
Winslade Park, Exeter. 0392-52155

Moneymaker Fd.		112.9	.....	—

For other funds, please refer to The London & Manchester Group.

Windsor Life Assur. Co. Ltd.
Royal Albert Hse., Sheet St., Windsor 68144

Life Inv. Plans	79.2	83.4	.....	—
Future Assd. Gth (a)		18.0	.....	—
Future Assd. Gth (b)		46.00	.....	—
Ret. Assd. Pens.		£26.46	.....	—
Flex. Inv. Growth	105.1	110.6	.....	—

OFFSHORE AND OVERSEAS FUNDS

Alexander Fund
37, rue Notre-Dame, Luxembourg.

Alexander Fund		$US7.30	.....	—

Net asset value March 21.

Allen Harvey & Ross Inv. Mgt. (C.I.)
1 Charing Cross, St. Helier, Jsy., C.I. 0534-73741

AHR Gilt Edg. Fd.	£11.99	12.04	.....	11.37

Arbuthnot Securities (C.I.) Limited
P.O. Box 284, St. Helier, Jersey. 0534 76077

Cap. Tst. (Jersey)	126	130	.....	3.85

Next dealing date April 3.

Gov't Secs. Tst.	97.7	100.7	.....	12.41

Next dealing April 2.

East & Intl. Tst. (CI)	99	106	.....	3.54

Next dealing date April 5.

Australian Selection Fund NV
Market Opportunities, c/o Irish Young & Outhwaite, 127 Kent St., Sydney.

US$1 Shares		$US1.48	.....	—

Net asset value November 24.

Bank of America International S.A.
35 Boulevard Royal, Luxembourg G.D.

Wldinvest Income	$US112.59	112.73	.....	8.17

Prices at March 29. Next sub. day April 4.

Banque Bruxelles Lambert
2, Rue De la Regence B 1000 Brussels

Renta Fund LF	1,924	1,984	+3	8.06

Barbican Managers (Jersey) Ltd.
P.O. Box 63, St. Helier, Jersey 0534 74806

Barb. Int. Fund	89.5	94.4	.....	3.00

Barclays Unicorn Int. (Ch. Is.) Ltd
1, Charing Cross, St. Helier, Jsy. 0534 73741

Overseas Income	48.6	51.2	.....	11.75
Unidollar Trust	$US11.42	12.00	.....	1.60
Unibond Trust	$US100.13	105.06	.....	8.75

Barclays Unicorn Int. (I.o.Man)
1 Thomas St., Douglas, I.o.M. 0624 4856

Unicorn Aust. Ext.	49.7	53.5	.....	1.70
Do. Aust. Min.	33.8	36.4	.....	1.60
Do. Grtr. Pacific	72.5	78.0	.....	—
Do. Intl. Income	39.3	42.3	.....	8.30
Do. I. of Man Tst.	48.4	52.1	.....	8.60
Do. Manx Mutual	27.8	29.9	.....	1.70

Bishopsgate Commodity Ser. Ltd.
P.O. Box 42, Douglas, I.o.M. 0624-23911

ARMAC *March 5	$US40.14	42.67	.....	—
CANRHO** March 5	£1.329	1.410	.....	—
COUNT** March 5	£3.124	3.313	.....	1.98

Originally issued at *$10 and **£1. Next val. April 2.

Bridge Management Ltd.
P.O. Box 508, Grand Cayman, Cayman Is.

N'bashi Feb. 28		Y17,907	.....	—

G.P.O. Box 590, Hong Kong

Nippon Fund March 28	$US19.11	19.95	.....	0.83

Britannia Tst. Mngmt. (C.I.) Ltd.
30 Bath St., St. Helier, Jersey. 0534 73114

Sterling Denominated Fds.				
Growth Invest	43.5	47.0	.....	2.00
Far East & Int. Fd.	87.0	94.1	.....	1.00
Jersey Energy Tst.	121.7	131.6	.....	1.500
Univsl. $ Tst. Stg.	2.34	2.46	.....	1.00
High Int. Stlg. Tst.	£0.99	1.02	.....	11.8
U.S. Dollar Denominated Fds.				
Univsl. $ Tst.	$US5.82	6.13	.....	—
Int. High Int. Tst.	$US0.97	1.00	.....	9.00

Value March 30. Next dealing April 9.

Brown Shipley Tst. Co. (Jersey) Ltd.
P.O. Box 583, St. Helier, Jersey. 0534 74777

Stlng. Bnd. Fd. (h)	£10.74	10.79	+0.43	11.25

Butterfield Management Co. Ltd.
P.O. Box 195, Hamilton, Bermuda.

Buttress Equity	$US2.45	2.54	.....	1.72
Buttress Income	$US2.05	2.12	.....	8.28

Prices at March 12. Next sub. day April 9.

For Candirex SA see under Keyser Ullman Ltd.

Capital International S.A.
37 rue Notre-Dame, Luxembourg.

Capital Int. Fund		$US18.38	+0.06	—

For Central Assets Mngt. Ltd see under Keyser Ullman Ltd.

Charterhouse Japhet
1 Paternoster Row, EC4 01-248 3999

Adiropa	DM29.80	31.40	-0.30	4.87
Adiverba	DM48.60	51.10	-0.20	4.54
Fondak	DM30.50	32.10	-0.30	5.17
Fondis	DM20.30	21.40	-0.20	5.42
Emperor Fund	$3.54	3.69	+0.34	—
Hispano	$US43.0	45.62	.....	2.67

Clive Investments (Jersey) Ltd.
P.O. Box 320, St. Helier, Jersey 0534 37361

Clive Gilt Fd. (C.I.)	11.04	11.07	.....	9.94
Clive Gilt Fd. (Jsy.)	11.06	11.09	.....	9.92

Cornhill Ins. (Guernsey) Ltd.
P.O. Box 157, St. Peter Port, Guernsey

Intnl. Man. Fd.	177.0	192.5	.....	—

DWS Deutsche Ges. F. Wertpapiersp
Gruneburgweg 113, 6000 Frankfurt

Investa	35.70	37.60	-0.40	—

Delta Group
P.O. Box 3012, Nassau, Bahamas

Delta Inv. March 27	$US2.02	2.12	.....	—

Deutscher Investment-Trust
Postfach 2685 Biebergasse 6-10 6000 Frankfurt

Concentra	DM18.40	19.60	-0.20	—
Int. Rentenfonds	DM63.50	65.50	.....	—

Dreyfus Intercontinental Inv. Fd.
P.O. Box N3712, Nassau, Bahamas.

NAV March 27	$US18.35	19.52	.....	—

Emson & Dudley Tst. Mgt. Jrsy. Ltd.
P.O. Box 73, St. Helier, Jersey. 0534 73933

E.D.I.C.T.	135.2	143.5	.....	3.00

The English Association
4 Fore Street, EC2. 01-588 7081

Eng. Ass. Sterling*	£52.63	52.64	.....	—
Wardgate Cm. Fd.**	£14.22	14.80	.....	2.70

*Next dealing April 4. **Next dealing March 30.

Eurobond Holdings N.V.
Handelskade 24, Willemstad, Curacao
London Agents: Intel, 15 Christopher St., EC2. Tel. 01-247 7243. Telex: 8814408.
Price per share March 30. US$21.45 (+0.25).

F. & C. Mgmt. Ltd. Inv. Advisers
1-2 Laurence Pountney Hill, EC4R 0BA 01-623 4680

Cent. Fd. March 28		$US5.98	.....	—

Fidelity Mgmt. & Res. (Bda.) Ltd.
P.O. Box 670, Hamilton, Bermuda

Fidelity Am. Ass.		$US25.93	.....	—
Fidelity Dir. Sav. Tst.		$US62.52	+0.08	9.46
Fidelity Int. Fund		$US23.01	.....	—
Fidelity Pac. Fd.		$US54.56	.....	—
Fidelity Wrld. Fd.		$US14.71	-0.15	—

Fidelity Mgmt. Research (Jersey) Ltd.
Waterloo Hse., Don St., St. Helier, Jersey. 0534 27561

Series A (Intnl.)	£3.70	—	.....	—
Series B (Pacific)	£8.89	—	.....	—
Series D (Am. Ass.)	£16.60	—	.....	—

First Viking Commodity Trusts
10-12, St. George's St., Douglas, I.o.M. 0624 25015

Fst. Vik. Cm. Tst.	43.0	45.3	.....	3.30
Fst. Vk. Dbl. Op. Tst.	37.8	39.8	.....	—

Fleming Japan Fund S.A.
37, rue Notre-Dame, Luxembourg

Fleming March 28		$US57.82	.....	—

Free World Fund Ltd.
Butterfield Bldg., Hamilton, Bermuda.

NAV Dec. 31		US$200.24	.....	—

G.T. Management Ltd.
Park Hse., 16 Finsbury Circus, London EC2
Tel: 01-628 8131. TLX: 886100
London Agents for:

Anchor 'B' Units	$US1.01	1.05	.....	2.13
Anchor Gilt Edge	10.17	10.24	-0.30	12.40
Anchor Int. Fd.	$US4.96	5.09	.....	2.13
Anchor In. Jsy. Tst.	27.9	29.9	.....	0.78
Berry Pac Fd.		$US50.15	.....	1.00
Berry Pac Strlg.	£2.80	2.932	.....	1.36
G.T. Asia Fd.	$HK10.35	10.88	.....	1.84
G.T. Asia Sterling	£14.83	15.79	.....	2.53
G.T. Australia Fd.	$A11.55	12.27	.....	—
G.T. Bond Fund	$US13.76	—	-0.01	5.30
G.T. Dollar Fd.	$US7.29	—	.....	1.37
G.T. Dir. (Strlg.) Fd.	£9.00	9.38	+0.16	—
G.T. Pacific Fd.	$US14.38	—	.....	1.00
G.T. Philippine Fd.	$US9.88	10.64	-0.03	—

Gartmore Invest. Ltd. Ldn. Agts.
2, St. Mary Axe, London, EC3. 01-283 3531
Gartmore Fund Magt. (C.I.) Ltd. (a)(h)
41, Broad St., St. Helier, Jersey 0534-73741

Gilt Fund (Jersey)	107.0	112.0	+3.0	11.60

Gartmore Fund Mngt. (Far East) Ltd. (a)(h)
1503 Hutchison Hse., 10 Harcourt Rd., H.Kong

HK & Pac. U. Tst.	3.630	3.900	.....	2.50
Japan Fd.	$US17.400	18.765	.....	0.50
N. American Tst.	$US11.355	11.790	.....	1.80
Intl. Bond Fund	$US10.335	10.855	.....	5.60

Gartmore Investment Mngt. Ltd. (a)
P.O. Box 32, Douglas, IoM. 0624 23911

Gartmore Intl. Inc.	24.4	26.0	.....	9.90
Gartmore Intl. Grth.	71.5	76.1	+1.1	1.90

Hambro Pacific Fund Mgmt. Ltd.
2110, Connaught Centre, Hong Kong

Far East March 28	HK$14.51	15.29	.....	—
Japan Fund March 30	$US9.19	9.65	.....	—

Hambros Fd. Mgrs. (C.I.) Ltd.
P.O. Box 86, Guernsey. 0481-26521

Capital Reserve Fd.†	£10.11	10.13	.....	0.25
C.I. Fund	170.1	181.1	.....	3.70
Intnl. Bond	$US102.69	105.25	.....	—
Int. Equity	$US11.73	12.09	.....	—
Int. Svgs. 'A'	$US1.08	1.11	.....	—
Int. Svgs. 'B'	$US1.19	1.23	.....	—

Prices on March 28. Next dealing April 4.
†Excludes initial charge on small orders.

Henderson Baring Fund Mgrs. Ltd.
605, Gammon House, Hong Kong.

Japan Fund Mar. 28	$US21.27	22.19	.....	—
Pacific Fund* Mar. 28		$US9.202	.....	—
Bond Fd.* March 29		10.651	.....	—

*Exclusive of any prelim. charges.

Hill-Samuel & Co. (Guernsey) Ltd.
8 LeFebvre St., St. Peter Port, Guernsey, C.I.

Guernsey Tst.	173.7	185.8	+0.4	3.19

Hill Samuel Invest. Mgmt. Intnl.
P.O. Box 63, Jersey. 0534 27381

HS Channel Is. F.	137.4	147.1	+3.4	2.85

Box 2622, Bern, Switzerland, Telex 33425

H.S. Overseas	$US19.32	20.09	.....	—
C.S.F. Fd. (Acc.)	SF16.51	16.86	.....	—
Crossbow Fd. (Acc.)	SF3.94	4.02	.....	—
ITF Fd. (Acc.)	$US9.25	9.39	.....	—

N.V. Interbeheer
P.O. Box 526, Delft, Holland

Esmeralda Iss. Pr. DFL	DFL6.87	—	.....	—

International Pacific Inv. Mgmt. Ltd.
P.O. Box R237, 56, Pitt St., Sydney, Aust.

Javelin Equity Tst.	$A2.42	2.54	.....	—

J.E.T. Managers (Jersey) Ltd.
P.O. Box 98, Channel House, Jersey. 0534 73673

Jersey Extrnl. Tst.	163.0	174.0	.....	—

As at Feb. 28. Next sub. day March 30.

Jardine Fleming & Co. Ltd.
46th Floor, Connaught Centre, Hong Kong

Jardine Estn. Tst.		HK$305.14	.....	2.50
Jardine Fam. Fd.*		HK$390.81	.....	0.90
Jardine S.E.A.		$US17.15	.....	2.10
Jardine Flem. Int.		HK$12.40	.....	—
Intl. Pac. Secs. (Inc.)		HK$13.33	.....	—
Do. (Accum.)		HK$13.52	.....	—

NAV March 14. *Equivalent US$80.41. Next sub. day March 30.

Keyser Ullmann Ltd.
25, Milk Street, EC2V 8JE. 01-606 7070

Fonselex	Fr.1,364	1,497	+3	2.30
Bondselex	Fr.120.05	126.15	.....	—
Cent. Assets Cap.	£143.77	183.84	+0.20	—

King & Shaxson Mngrs.
1, Charing Cross, St. Helier, Jersey. (0534) 73741
Valley Hse., St. Peter Port, Grnsy. (0481) 24706
1 Thomas Street, Douglas, I.O.M. (0624) 4856

Gilt Fund (Jersey)	9.95	10.00	.....	11.25
Gilt Trust (I.o.M.)	111.3	114.2	.....	11.25
Gilt Fnd. Guernsey	10.12	10.17	.....	11.25
Intl. Govt. Secs. Tst.				
First Sterling	£19.66	19.75	.....	—
First Intl.	$US208.82	211.40	.....	—

Kleinwort Benson Limited
20, Fenchurch St., EC3. 01-623 8000

Eurinvest. Lux. F.		1,090	+4.0	4.40
Guernsey Int.	71.3	75.7	.....	2.94
Do. Accum.	89.4	94.9	.....	2.94
KB Far East Fd.		$US13.15	.....	1.52
KB Gilt Fund	£11.39	11.46	.....	11.26
KB Intl. Fund		$US12.59	.....	1.83
KB Japan Fund		$US36.23	.....	0.69
K.B. U.S. Gwth. Fd.		US$12.52	.....	1.60
Signet Bermuda		$US5.26	+0.03	1.71
K.B. Int. Bd. Fd.		US$102.13	.....	—

Lloyds Bk. (C.I.) U/T Mgrs.
P.O. Box 195, St. Helier, Jersey. 0534 27561

Lloyds Tst. O'seas	56.2	59.2	.....	1.62

Next dealing April 17.

Lloyds Trust Gilt	£10.66	10.67	.....	12.00

Next dealing April 4.

Lloyds Bank International, Geneva
P.O. Box 438, 1211 Geneve 11 (Switzerland)

Lloyds Int. Growth	SF327.00	350.00	.....	1.25
Lloyds Int. Income	SF292.50	304.00	.....	5.25

Management International Ltd.
Bank of Bermuda Building, Bermuda

C'bury March 23		$US20.49	.....	—

M & G Group
Three Quays, Tower Hill EC3R 6BQ. 01-626 4588

Atlantic March 27	$US3.15	3.44	.....	—
Aust. Ex. March 28	$US2.43	2.77	.....	—
Gold Ex. Acc. March 28	$US12.81	14.18	.....	—
Island	150.0	159.6	.....	13.43
(Accum Units)	218.5	232.5	.....	13.43

Samuel Montagu Ldn. Agents
114, Old Broad St., EC2. 01-588 6464

Apollo Fd. March 28	SF44.25	48.05	.....	2.90
Japfest March 15	HK$13.30	14.19	.....	0.45
117 Group March 21	$US11.18	12.22	.....	2.35
117 Jersey March 21	£5.24	5.71	.....	0.73
117 Jsy. O's March 14	£9.66	10.16	.....	—

Murray, Johnstone (Inv. Adviser)
163, Hope St., Glasgow, C2. 041-221 5521

*Hope St. Fd.		$US36.51	.....	—
*Murray Fund		$US11.49	.....	—

NAV March 15.

Nat. Westminster Jersey Fd. Mgrs. Ltd.
45 La Motte St., St. Helier, Jersey 0534 36241

High Income Fund	51.2	52.8	+0.1	—
Equity Fund	49.7	51.8	-0.2	—

Negit S.A.
10a Boulevard Royal, Luxembourg

NAV March 30		$US12.31	+0.06	—

Negit Ltd.
Bank of Bermuda Bldgs., Hamilton, Brmda.

NAV March 23		£5.39	.....	—

Pacific Basin Fund
10a Boulevard Royal, Luxembourg.

NAV April 2		$10.04	-0.04	—

Phoenix International
PO Box 77, St. Peter Port, Guernsey

Inter-Dollar Fund	$US2.41	2.60	.....	—

Quest Fund Mngmnt. (Jersey) Ltd.
PO Box 194, St. Helier, Jersey. 0534 27441

Quest Stlg. Fxd. Int.	92.9	98.4	.....	12.20
Quest Intl. Secs.	$0.936	1.007	.....	2.98
Quest Intl. Bd.	$0.914	0.968	.....	9.30

Prices at March 28. Next dealing April 4

Richmond Life Ass. Ltd.
48, Athol Street, Douglas, I.O.M. 0624 23914

(x)The Silver Trust	135.2	138.5	+0.3	—
Richmond Gd. Bd.	129.1	136.0	+1.0	—
Do. Platinum Bd.	173.5	182.7	-1.8	—
Do. Diamond Bd.	102.8	108.3	.....	—
Do. Em Income Bd.	162.0	170.6	-1.4	11.68
*Carrilion C.G.I. Bd.	96.0	101.0	.....	—

*Price on March 12. Next dealing April 11.

Rothschild Asset Management (C.I.)
P.O. Box 58, St. Julians Ct., Guernsey. 0481 26331

O.C. Eq. Fr. April 30	65.5	69.6	+9.0	2.52
O.C. Inc. Fd. March 1	156.2	165.5	.....	7.41
O.C. Intl. Fd.†	$US1.32	1.40	.....	1.25
OCSm Co April 30	186.0	197.8	+21.7	2.55
O.C. Commodity*	157.6	167.6	.....	4.77
O.C. Dir. Comdty.†	$33.23	35.35	.....	0.57
O.C. Sterling Fd.**		£10.117	+0.003	—

*Prices on Mar. 30. Next dealing April 12.
†Prices on March 21. Next dealing April 9.
**Daily Dealings.

Rothschild Asset Mgt. (Bermuda)
P.O. Box 664, Bk. of Bermuda Bld., Bermuda

Reserve Assets Fd.	$US9.76	9.93	.....	—

Prices on March 27. Next dealing April 3.

Royal Trust (C.I.) Fd. Mgt. Ltd.
P.O. Box 194, Royal Tst. Hse., Jersey. 0534 27441

R.T. Int'l. Fd.	$US9.46	10.07	.....	3.00
R.T. Int'l. (Jsy.) Fd.	80.0	86.0	.....	3.21

Prices at Mar. 27. Next dealing April 3.

Save & Prosper International
Dealing to
P.O. Box 73, St. Helier, Jersey 0534 73933

U.S. Dollar-denominated Funds				
Dir. Fxd. Int.**‡	9.00	9.53	.....	7.45
Internat. Gr.*‡	7.62	8.24	.....	—
Far Eastern*‡	46.44	50.21	.....	—
North American*‡	4.05	4.38	.....	—
Sepro‡	15.21	16.82	.....	—
Sterling-denominated Funds				
Channel Capital‡	287.8	30.30	-2.4	2.97
Channel Islands‡	169.2	178.2	-0.9	4.73
Commod.***‡	149.5	157.5	.....	—
St. Deposit***‡	105.2	105.3	.....	0.24
St. Fixed***‡	122.4	129.4	.....	10.82

*Prices on March 26. **March 27. ***March 29. ****March 29. ‡Weekly dealings. ‡Daily dealings.

Schlesinger International Mngt. Ltd.
41, La Motte St., St. Helier, Jersey. 0534 73588

S.A.I.L.	77.0	81.0	.....	8.95
S.A.O.L.	0.91	0.96	.....	4.69
Gilt Fd.	23.7	23.9	+0.1	11.51
Intl. Fd. Jersey	103.0	108.0	-1.0	3.40
Intnl. Fd. Lxmbrg.	$11.30	11.90	-0.06	—
*Far East Fund	96.0	101.0	.....	—

*Next sub. day April 4.

Schroder Life Group
Enterprise House, Portsmouth. 0705 27733

International Funds				
£Equity	100.4	106.8	.....	—
$Equity	138.0	146.8	.....	—
£Fixed Interest	152.3	162.0	.....	—
$Fixed Interest	110.0	117.0	.....	—
£Managed	126.5	134.5	.....	—
$Managed	123.9	131.8	.....	—

J. Henry Schroder Wagg & Co. Ltd.
120, Cheapside, EC2. 01-588 4000

Cheap-$ March 30		$US12.35	-0.02	2.59
Trafalgar Feb. 28		$US133.90	.....	—
Asian Fd. April 2	$US19.14	19.63	-0.03	2.80
Darling Fd. March 29	$A2.04	2.17	.....	5.10
Japan Fd. March 22	$US7.91	8.48	.....	0.35

Sentry Assurance International Ltd.
P.O. Box 1776, Hamilton 5, Bermuda.

Managed Fund	$US2.0331	2.2364	.....	—

Singer & Friedlander Ldn. Agents.
20, Cannon St., EC4. 01-248 9646

Dekafonds	DM23.96	25.30	-0.30	6.32
Tokyo Trust Mar. 1		$US37.00	.....	2.16

Stronghold Management Limited
P.O. Box 315, St. Helier, Jersey. 0534-71460

Commodity Trust	96.26	101.33	.....	—

Surinvest (Jersey) Ltd. (x)
Queens Hse., Don Rd., St. Helier, Jsy. 0534 27349

American Ind. Tst.	£6.57	6.71	-0.01	—
Copper Trust	£15.64	16.02	+0.01	—
Jap. Index Tst.	£8.98	9.17	.....	—

TSB Unit Trust Managers (C.I.) Ltd.
Bagatelle Rd., St. Saviour, Jersey. 0534 73494

TSB Jersey Fund	53.8	56.6	.....	4.24
TSB Guernsey Fund	53.8	56.6	.....	4.24

Prices on March 28. Next sub. day April 4.

TSB Gilt Fund Managers (C.I.) Ltd.
Bagatelle Rd., St. Saviour, Jersey. 0534 73494

TSB Gilt Fund	109.0	112.0	.....	11.50
TSB Gilt Fd. (Jsy.)	109.0	112.0	.....	11.50

Prices on March 28. Next sub. day April 4.

Tokyo Pacific Holdings N.V.
Intimis Management Co. N.V., Curacao.
NAV per share March 26. $US64.43.

Tokyo Pacific Hldgs. (Seaboard) N.V.
Intimis Management Co. N.V., Curacao.
NAV per share March 26. $US46.95.

Tyndall Group
P.O. Box 1256 Hamilton 5, Bermuda, 2-2760

Overseas March 28	$US1.18	1.25	.....	6.00
(Accum. Units)	$US1.92	2.03	.....	—
3-Way Int. March 22	$US2.810	2.950	.....	—

2 New St., St. Helier, Jersey 0534 37331/3

TOFSL March 29	£7.45	8.05	.....	2.00
(Accum. Shares)	£12.00	12.90	.....	—
American March 29	85.5	91.5	.....	2.00
(Accum shares)	86.0	92.0	.....	—
Far East March 29	85.5	92.0	.....	2.00
(Accum. shares)	85.5	92.0	.....	—
Jersey Fd. March 28	219.2	232.4	.....	6.78
(Non-J. Acc. Uts.)	325.6	345.2	.....	—
Gilt Fund March 28	110.0	112.0	.....	10.71
(Accum. Shares)	154.6	157.6	.....	—

Victory House, Douglas, Isle of Man. 0624 24111.

Managed March 22	147.2	155.0	.....	—

Unilife Assurance (Overseas) Ltd.
P.O. Box 1388, Hamilton 5-31, Bermuda

Interml. Mngd. Fd.	$US0.98	—	.....	—

Union-Investment-Gesellschaft mbH
Postfach 16767, D 6000 Frankfurt 16.

Unifonds	DM17.10	18.00	-0.20	—
Unirenta	DM38.30	39.50	-0.10	—
Unirak	DM47.80	50.25	.....	—
Unispecial 1	DM61.20	64.30	.....	—
Atlanticfonds	DM11.75	12.40	-0.10	—
Europafonds	DM25.25	26.60	.....	—

Utd. Intnl. Mngmnt (C.I.) Ltd.
14, Mulcaster Street, St. Helier, Jersey

U.I.B. Fund	$US103.21	104.84	.....	7.87

United States Tst. Intl. Adv. Co.
14, Rue Aldringer, Luxembourg.

U.S. Tst. Inv. Fund		US$11.08	.....	0.90

Net assets March 27.

S. G. Warburg & Co. Ltd.
30, Gresham Street, EC2. 01-600 4555

Cnv. Bd. Mar. 30		$US9.68	-0.01	—
Eng. Int. Mar. 30		$US22.71	-0.01	—
Gr. St. $Fd. Mar. 30		$US8.05	+0.36	—
Merc. Ebd. March 28	10.57	10.68	.....	0.3228
Merc. Mny. Mkt. Apr. 2	£10.61	10.62	+0.03	—

Warburg Invest. Mngt. Jrsy. Ltd.
1, Charing Cross, St. Helier, Jsy. C1 0534 73741

CMF Ltd. Feb. 22	$US13.60	13.95	.....	2.90
CMT Ltd. March 29	£13.75	14.10	-0.16	2.80
Metals Tst. March 29	£14.01	14.37	-0.90	3.46
TMT March 8	$US10.59	10.87	.....	1.08
T.M.T. Ltd. Mar. 8	£10.93	11.22	.....	2.97

World Wide Growth Management♦
10a, Boulevard Royal, Luxembourg

Worldwide Gth. Fd.		$US17.00	-0.09	—

Wren Commodity Trust
10, St. George's St., Douglas IoM 0624 25015

Wren Commod. Tst.	103.0	103.9	.....	—

NOTES

Prices do not include $ premium, except where indicated ♦, and are in pence unless otherwise indicated. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of UK taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ♥ Net of tax on realised capital gains unless indicated by ♦. ¶ Guernsey gross. # Suspended. ♦ Yield before Jersey tax. † Ex-subdivision. ‡‡ Only available to charitable bodies.

FT SHARE INFORMATION SERVICE

BRITISH FUNDS

1979 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
"Shorts" (Lives up to Five Years)						
97¼	94⅝	Treasury 3pc '79‡‡	97¼	+⅛	3.08	9.22
97⅝	95⅜	Electric 4¼pc '74-79	97⅝	+⅛	4.35	9.35
100⅛	54⅝	Treasury 10½pc '79‡‡	100⅛xd	+1/16	10.48	10.28
96⅜	94½	Electric 3½pc '76-79	96⅜	......	3.63	9.62
99⅜	95⅞	Treasury 9pc 1980‡‡	99⅜	+¼	9.05	9.66
99⅜	95 13/16	Treasury 9½pc '80‡‡	99⅜	+¼	9.55	10.11
95¼	92¾	Treasury 3½pc '77-80	95¼	+¼	3.67	7.70
95½	92⅞	Funding 5¼pc '78-80‡‡	95½	+¼	5.49	9.27
103½	99¾	Exchequer 13pc 1980‡‡	103½	+3/16	12.56	10.58
102⅝	96 11/16	Treasury 11½pc 1981‡‡	101⅝	+⅞	11.31	10.44
92½	88⅞	Treasury 3½pc 1979-81	92½	+½	3.78	7.88
99¼	93⅝	Treasury 9¾pc 1981‡‡	99¼	+½	9.82	10.15
96¼	89½	Exch. 8¼pc 1981	96¼	+½	8.57	10.17
98¼	91¼	Exch. 9½pc 1981	98¼	+½	9.66	10.35
91	84¼	Exch. 3pc 1981	91	+½	3.29	7.18
96 1/16	96	Treas. Variable '81‡‡	96¼	......	12.40	13.65
104½	97 7/16	Exch. 12¾pc 1981‡‡	104½	+½	12.20	10.71
96⅞	88	Treas. 8½pc '80-82‡‡	96⅞	+¾	8.77	9.80
88¾	82	Treasury 3pc '82‡‡	88¾	+¼	3.39	7.42
108⅜	100⅝	Treasury 14pc '82‡‡	108⅜	+½	12.91	10.60
96 13/16	94⅞	Treas. Variable '82‡‡	94¼	......	12.60	13.99
94⅞	85⅝	Treasury 8¼pc '82	94⅞	+¾	8.69	10.13
96½	86½	Exch. 9¼pc 1982	96½	+¾	9.58	10.47
95⅛	84⅝	Exch. 8¾pc 1983	95⅛	+¾	8.71	10.22
100 1/16	78¼	Exch 3pc '83	85	+¼	3.52	7.52
104¼	93⅛	Treasury 12pc 1983‡‡	104¼	+⅝	11.51	10.63
103⅞	93⅛	Treas. 12pc '83 A‡‡	103⅞	+⅝	11.55	10.73
94 1/16	93½	Treas. Variable '83‡‡	93½	......	12.77	14.05
96¼	84½	Treasury 9¼pc '83	96¼	+¾	9.61	10.36
97½	85½	Exch. 10pc 1983	97½	+¾	10.25	10.67
89½	78¾	Funding 5½pc '82-84‡‡	89½	+½	6.14	8.18
Five to Fifteen Years						
109⅞	93¼	Exch. 12¼pc 1985	109⅞	+⅞	11.61	11.04
93⅝	80	Treasury 8½pc '84-86‡‡	93⅝	+⅝	9.27	10.14
64⅛	17¾	Exch. 13¼pc 1987 £50pd	64⅛	+⅞	12.07	11.33
83⅝	72½	Funding 6½pc '85-87‡‡	83⅝xd	+½	7.72	9.34
87¾	73½	Treasury 7¾pc '85-88‡‡	87¾	+½	8.97	10.12
70⅜	58⅝	Transport 3pc '78-88	70⅜	+⅜	4.30	7.64
71¾	61⅛	Treasury 5pc '86-89	71¾xd	+⅝	6.95	9.23
112⅝	93¾	Treasury 13pc 1990‡‡	112⅝	+½	11.83	11.38
88⅛	72¾	Treasury 8¼pc '87-90‡‡	88⅛	+½	9.63	10.45
104⅞	86¼	Treasury 11¾pc 1991	104⅞	+⅝	11.49	11.39
70¾	60⅜	Funding 5¾pc '87-91‡‡	70¾xd	+⅝	8.12	9.98
110¼	91	Treasury 12¾pc '92‡‡	110¼	+½	11.83	11.56
93	75½	Treasury 10pc 1992	93	+½	10.88	11.30
106	85¾	Exch. 12¼pc '92	106	+½	11.69	11.54
108½	89¼	Treasury 12½pc '93‡‡	108½	+½	11.81	11.65
67¾	54⅝	Funding 6pc 1993‡‡	67¾	+⅝	8.59	10.40
118¼	98	Treasury 13¾pc 1993‡‡	118¼	+⅝	12.15	11.80
119⅝	98¾	Treasury 14½pc '94‡‡	119⅝	+¾	12.25	11.84
Over Fifteen Years						
107	87½	Exch. 12½pc 1994	107	+½	11.83	11.70
88¼	72	Treasury 9pc '94‡‡	85¼	+⅝	10.60	11.05
105	85¼	Treasury 12pc '95	105	+½	11.67	11.60
50⅜	42	Gas 3pc '90/95	50⅜xd	+¼	5.92	8.80
93⅝	75⅝	Exch. 10¼pc 1995	93⅝	+⅝	11.22	11.43
112½	92¼	Treasury 12¾pc '95‡‡	112½	+⅝	11.84	11.69
84⅛	68¼	Treasury 9pc '92/96‡‡	84⅛	+⅝	10.75	11.16
124¾	107⅝	Treasury 15¼pc '96‡‡	122⅜xd	+¾	12.33	11.97
116¼	95⅞	Exchequer 13¼pc '96‡‡	116¼	+⅝	11.91	11.72
49¾	41¾	Redemption 3pc 1986-96	49¾xd	+¼	6.03	8.61
113⅝	92¾	Treasury 13¼pc '97‡‡	113⅝	+¾	11.93	11.74
93¾	75⅝	Exchequer 10½pc 1997	93¾	+⅝	11.34	11.48
82	66	Treasury 8¾pc 1997‡‡	82	+⅝	10.77	11.17
66⅞	56	Treasury 6¾pc '95-98‡‡	66⅞xd	+½	10.01	10.83
125¾	106⅛	Treas. 15½pc '98‡‡	125¾xd	+¾	12.34	12.05
106⅞	86¾	Exch. 12pc 1998	106⅞	+¾	11.71	11.67
87⅞	71¼	Treasury 9½pc 1999‡‡	87⅞	+⅝	11.06	11.38
46¾	40⅜	Exch. 12¼pc 1999	46¾	+⅝	11.75	11.71
95¾	77⅞	Treasury 10½pc 1999	95¾	+⅝	11.42	11.55
104½	84½	Exch. 12pc '99-02	104½	+¾	11.74	11.71
69⅝	18⅝	Tr. 13¾pc 2000-03 £50pd	69⅝	+¾	11.99	11.85
41¾	32½	Funding 3½pc '99-04	41¾	+¼	8.53	9.89
109⅞	88⅛	Treasury 12½pc '03-05	109⅞	+¾	11.88	11.75
73¼	62	Treasury 8pc '02-06‡‡	73¼xd	+⅝	10.91	11.13
52¾	41⅛	Treasury 5½pc '08-12‡‡	52¾	+¼	10.49	10.79
71¾	57⅛	Treasury 7¾pc '12-15‡‡	71¾	+⅝	11.01	11.11
106⅜	85¾	Exch. 12pc '13-'17	106⅜	+¾	11.68	11.67
Undated						
35⅜	28½	Consols 4pc	35⅜	+¼	11.52	—
35⅝	28	War Loan 3½pc‡‡	35⅝	+⅛	10.23	—
38¼	35½	Conv. 3½pc '61 Aft.	38¼xd	+¼	9.15	—
26¼	22¼	Treasury 3pc '66 Aft.	26¼xd	+⅛	11.42	—
23½	19½	Consols 2½pc	23½	+¼	10.63	—
21⅞	18⅝	Treasury 2½pc	21⅞xd	+⅛	11.43	—

INTERNATIONAL BANK

85	'80	5pc Stock '77-82	83¾	......	5.97	10.85

CORPORATION LOANS

96	89½	Birm'ham 9¾pc '79-81	95¾	−¼	9.67	11.39
92¼	85½	Bristol 7¾pc '79-81	92	+¼	8.42	11.36
103¾	95¼	G.L.C. 12½pc '82	103¾	+½	12.09	11.23
104	95½	Do. 12½pc 1983	104	+½	12.00	11.22
94	86	Glasgow 9¼pc '80-82	94	+¼	9.83	11.28
94	90¼	Herts. 5½pc '78-80	94	+¼	5.58	10.91
97½	86	Liverpool 9½pc '80-84	97	......	10.42	11.45
29¾	24¾	Do. 3½pc Irred.	29½	+½	12.01	—
87¼	79	Lon.Co. 6½pc '80-82	87	+¼	7.50	11.41
91½	83	Do. 9½pc '84-85	91xd	......	7.48	11.31
89	82½	L.C.C. 5½pc '77-81	89	+¼	6.18	10.65
84	72	Do. 5½pc '82-84	83½	......	6.68	9.82
74½	62¾	Do. 5½pc '85-87	74	......	7.59	10.61
72½	59¼	Do 6¾pc '88-90	72	......	9.55	11.45
26	20½	Do. 3pc '20 Aft.	26	......	11.78	—
95	91⅝	Middx. 5¼pc 1980	95	+¼	5.53	10.73
99¾	93	Newcastle 9¼pc '78-80	97	+¼	9.54	11.49
101¾	97¼	Warwick 12½% 1980	101¾	+¼	12.28	11.23

COMMONWEALTH & AFRICAN LOANS

97¼	93½	Aust. 5½pc '77-80	97¼	+¼	5.73	11.06
85½	81¼	Do. 5½pc '81-82	85xd	......	6.47	11.49
95⅞	92¼	N.Z. 6pc '76-80	95⅞	+⅛	6.29	11.32
82½	74½	Do. 7½pc '83-86	82½	......	9.33	11.56
94½	84¼	Sth. Africa 9½pc '79-81	89xd	......	10.53	14.16
70	45	Sth. Rhod. 2½pc '65-70	65	....	—	—
105	81	Do. 6pc '78-81	100	....	—	—

LOANS

Public Board and Ind.

65	56	Agric. Mt. 5pc '59-89	65	......	7.85	10.94
89	75	Alcan 10½pc '89-94	89	......	12.32	12.70
30½	24½	Met. Wtr. 3pc 'B'	30½	......	9.88	11.66
129	118	U.S.M.C. 9pc 1982	121	−1	7.64	—
95	87	Do. without Warrants	95	+1½	9.81	12.10

Financial

103	98¼	FFI 13pc 1981	103	......	12.62	11.12
106½	102	Do. 14pc '79	105½	......	14.03	—
108¼	98⅛	Do. 14pc '83	103	−¼	12.95	11.72
86	77½	ICFC 5½pc Deb. '80-82	85xd	......	6.49	10.80
82½	71½	Do. 6¼pc Db. '81-84	82½	......	7.81	11.10
98½	84½	Do. 10½pc Uns.Ln. '86	97½	......	11.06	11.50
97½	84½	Do. 11pc Uns.Ln. '88	97	......	11.66	12.00
100	84	Do. 11¼pc Uns.Ln. '90	99	......	12.23	12.40
70½	57	Do. 7¾pc A Deb. '89-92	79½	......	10.68	12.10
66½	53½	Do. 7¾pc A Db. '91-94	66xd	−½	10.93	12.20
79	64½	Do. 9pc 'A' '91-94	78xd	......	11.53	12.20
75	62½	Do. 8⅞pc Ln. '92-97	75	+½	12.10	12.60

FOREIGN BONDS & RAILS

1979 High	Low	Stock	Price £	+ or −	Div. % Gross	Red. Yield
23	22	Antofagasta Rly.	22	......	—	—
40	37	Do. 5pc Pref.	40	......	—	—
98	96	Chilean Mixed	98	......	—	f3.10

BONDS & RAILS—Cont.

1979 High	Low	Stock	Price £	+ or −	Div. % Gross	Red. Yield
31	18	Chinese 4½pc 1898	31	......	—	—
35	27	Do. 5pc 1912	31	......	—	—
20	15	Do. 5pc 1925 Boxer	16	......	—	—
430	415	German Yng. 4½pc.	430	......	4½	—
52	47	Greek 7pc Ass	47	......	3½	f7.68
51	46	Do 6pc 28 Stab. Ass.	46	......	6	f6.59
42	40	Do 4pc Mixed Ass.	40	......	4	f5.19
45	42	Hung. '24 Ass	43	......	—	11.89
68	68	Iceland 6½pc '83-88	68	......	—	13.05
90½	78½	Ireland 7¾pc '81-83	88¼	+¾	7½	11.50
82½	69	Do 9¾pc '91-96	82	......	9¾	12.33
390	315	Japan 4pc '10 Ass	315	......	—	—
68	65	Do 6pc '83-88	68	+1	6	11.90
140	135	Peru Ass. 3pc	140	......	3	2.18
75p	75p	S.G.I. 6½pc 1980	75p	......	6½	8.67
94½	94½	Turin 9pc 1991	$94½	......	9	9.53
91	91	Turin 6½pc 1984	DM91	......	6½	8.45
97	95	Uruguay 3½pc	97	......	3½	3.80

U.S. $ & DM prices exclude inv. $ premium

AMERICANS

1979 High	Low	Stock	£	+ or −	Div. Gross	C'vr	Y'ld Gr's
20¼	15⅛	ASA	15⅛	−⅛	$1.00	—	3.3
59	59	AMF 5% Conv. '87	59	......	5%	—	f4.8
34¾	31⅜	Amax $1	33⅛	−⅜	$2.20	—	3.3
23½	18⅞	American Express	19¼	−⅛	$1.80	—	4.7
24½	16⅛	Amer. Medic. Int.	16¼xd	+¼	60c	—	1.8
14⅝	946p	Asarco Inc.	12½	−⅛	40c	—	1.6
25½	22⅛	Baker Intnl. Corp. $1	23⅝	−⅜	44c	—	1.3
18¼	14½	Barnes Grp. $6⅔	15	......	$1.0	—	3.4
29⅝	23⅞	Bendix Corp. $5	24xd	−⅛	$2.56	—	5.4
17¾	13⅝	Beth. Steel $8	14¾	......	$1.40	—	4.9
838p	800p	Brown'g Fer. c16⅔	838pxd	−42	50c	—	3.0
11	846p	Brunswick Corpn.‖	854p	−18	80c	—	4.7
57	42¾	Burroughs Corp. $5	43½xd	−⅛	$2.00	—	2.4
41⅞	27¾	CBS $2.50	28	−⅜	$2.60	—	0.0
38	31½	C.P.C. $½	31¾	−¼	$2.70	—	4.3
46⅜	36⅛	Caterpillar‖	36⅛	−⅜	$2.10	—	2.9
23¾	19	Chase M'htn. $12.5	19¼xd	......	$2.40	—	6.3
17½	13½	Chesebrough $1	13⅞xd	+⅛	$1.08	—	3.9
842p	599p	Chrysler $6¼	633p	+5	40c	—	3.2
19½	12⅞	Citicorp $4	13⅞	−⅜	$1.30	—	4.8
983p	961p	City Inv. $1.25	983p	−5	10	—	5.1
18½	15⅝	Do. Cm. Prf. B $1	15⅛	......	$2.0	—	6.6
14⅝	10⅛	Colgate-P. $1	10¼	−⅛	$1.08	—	5.3
28¼	23¾	Colt Inds. $1	24xd	−¼	$2.10	—	4.4
20⅞	15½	Cont. Illinois $10	15½	−⅛	$1.44	—	4.7
23¼	19⅝	Cont. Oil $5	20⅞	+⅜	$1.50	—	3.6
25¾	21⅛	Crown Zell. $5	21⅛xd	−¾	$1.90	—	4.5
27⅞	22¾	Eaton Crp. $0.50	23	−⅛	$2.25	—	4.9
19⅜	16⅛	Esmark	16⅛xd	−⅛	$1.84	—	5.7
38⅞	31⅝	Exxon ‖	32⅛	−⅛	$3.60	—	5.7
10⅛	793p	Firestone Tire ‖	808p	−11	$1.10	—	7.0
13⅜	10⅞	First Chicago	11⅛xd	......	$1.10	—	5.0
26⅞	23⅜	Fluor Corp. $⅝	25⅜	+½	$1.40	—	2.8
32	26⅜	Ford Motor $2	26¾	......	$3.60	—	6.8
19	15¼	GATX	15¼xd	−⅜	$2.0	—	6.6
37⅛	29¾	Gen. Elect. $2½	29½xd	......	$2.60	—	4.5
30⅛	14⅞	Gillette $1	14⅞	−¼	$1.60	—	5.4
55⅛	40¾	Honeywell $1.50	41⅛	−⅝	$2.20	—	2.7
13	10½	Hutton E.F.	10⅝	−¼	$0.68	—	3.2
236	190	I.B.M. Corp. $5	192	−3	$13.76	—	3.6
37¼	30½	Ingersoll-R $2	30⅞	−¼	$3.16	—	5.2
618p	643p	I. U. International‖	655p	+5	95c	—	7.3
14½	12	Kaiser Al. $⅓	12½	−¼	$1.00	—	4.1
24½	19½	Manf. Han. US$7.50	20¾xd	......	$2.28	—	5.6
36⅛	27¼	Morgan (JP) US$2.5	27¼xd	−⅜	$2.20	—	4.0
12⅞	945p	Norton Simon Inc. $1	945p	−27	92c	—	4.9
14¼	12⅛	Owens-Ill. $3.125	12¼	+¼	$1.26	—	5.0
18⅝	14½	Quaker Oats US$5	15⅛xd	+¼	$1.20	—	4.0
28¼	23⅞	Reliance $0.25	25	......	$1.60	—	—
27	21½	Rep. N.Y. Corp. $5	22½xd	−⅛	$1.00	—	2.3
14¼	10⅞	Rexnord $5	11¼	+¼	96c	—	4.3
18	13⅞	Richdsn.-Mrrll. $1¼	14	−⅛	$1.06	—	3.8
510	444p	Saul (B. F.) $1	533p	+5	—	—	—
25⅝	22¼	Shell Oil $1	22⅞	−½	$1.80	—	4.0
846p	846p	Singer ($10)	846p	−11	80c	—	4.8
36⅛	29½	Sperry Rand $0.50	30⅜	−⅜	$1.32	—	2.2
27¼	20⅞	TRW Inc. $1¼	21⅜	......	$1.80	—	4.3
23⅞	19	Tenneco	19⅝	+½	$2.20	—	5.6
149	132	Do. 10% Ln. Stk. '91-95	149	+1	10%	—	f6.9
775p	541p	Tesoro Pt. US$0.16⅔	663p	+2	—	—	—
19⅝	15⅝	Texaco $6.25	15⅝	−¼	$2.00	—	6.5
32½	23½	Time Inc.	23½	−½	$1.50	—	3.2
13¼	10½	Transamerica $1	10⅝	+¼	$1.00	—	4.7
29⅞	22½	Utd. Tech. $US5	22½	−⅜	$2.20	—	5.0
19⅝	14⅝	U.S. Steel $1	14⅝	−⅛	$1.60	—	5.4
15½	13	Woolworths $3½	14	−⅛	$1.40	—	5.1
44½	35½	Xerox Corp. $1	35⅝	−⅜	$2.40	—	2.8
10½	775p	Zapata Corp. 25c	998p	+18	30c	—	1.5

S.E. List Premium 26% (based on US$2.0710 per £)
Conversion factor 0.7918 (0.7817)

CANADIANS

16⅞	12	Bk. Montreal $2	12⅞	+⅜	$1.24	—	4.1
15½	11½	Bk. Nova Scot.	12¼	+⅛	$1.24	—	4.3
39½	33⅞	Bell Canada $25	34¼xd	+¾	$4.56	—	5.5
15¾	12¼	Bow Valley‖	14	−⅜	h10c	—	0.3
25⅝	10⅞	Brascan‖	11⅞	......	$1.0	—	3.5
19⅞	13⅞	Can. Imp. Bk. $2	14⅛	+½	$1.60	—	4.7
16 5/16	13¼	Can. Pacific $5	14 7/16	−⅛	97c	—	2.8
32¾	28	Do. 4pc Deb. £100	32¾	......	4%	—	12.2
26¼	21⅜	Gulf Oil Can.‖	25¼	+⅛	$1.40	—	2.4
625p	490p	Hawker Sid. Can.‖	535p	+25	48c	—	3.8
26⅞	21⅞	Hollinger $5	21⅞	......	s$2.20	—	4.2
17⅞xd	11¾	Hudson's Bay ‖	17⅞xd	......	♦$1.10	—	2.6
38⅝	29	Hud. B. Oil G. $2½	33½	+2	$2.0	—	2.5
16⅞	14½	Imperial Oil‖	14⅞	+⅛	$1.00	—	2.8
15⅝	10½	Inco	12⅛	−⅛	40c	—	1.4
725p	580p	Int. Nat. Gas $1	620p	+10	80c	—	5.4
800p	610p	Massey Ferg.‖	715p	+15	—	—	—
42⅜	36	Pacific Pet. $1	42⅜	......	$1.14	—	1.1
200p	128p	Place Gas $1	200p	+13	—	—	—
24¼	19 3/16	Rio Algom	20 1/16	+1/16	$1.50	—	3.1
26⅝	20¾	Royal Bk. Can. $2	20⅞	−½	$2.00	—	4.1
22 11/16	18⅝	Seagram Co. C$1	19⅞	+¾	$1.12	—	2.4
14½	11⅛	Tor. Dom. Bk. $1	11⅞	+⅛	$1.20	—	4.3
11½	10	Trans Can. Pipe	10⅝	+⅛	$1.16	—	4.7

S.E. List Premium 26% (based on $2.3960 per £)

BANKS AND HIRE PURCHASE

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
360	276	ANZ SA1	282	−1	Q20c	3.2	4.4	7.2
287	225	Alexanders D. £1	275	......	16.0	—	8.7	—
£151	£106½	Algemene Fl.100	£109	+2½	tQ25%	♦	5.6	♦
390	310	Allen Harvey £1	390	−5	21.44	—	8.4	—
222	191	Allied Irish	204	−1	HQ11.8	—	5.6	—
184	140	Arbuthnot L. £1	184	+6	10.23	—	8.3	—
435	387	Bk. Ireland £1	390	+3	tQ21.98	—	5.6	—
£195	£172	Do. 10pc Conv.	£172	......	Q10%	—	15.8	—
14	12	Bk. Leumi I£1	12	......	Q16%	—	4.0	—
170	140	Bk. Leumi (UK) £1	140	......	10.88	1.2	11.6	10.7
295	230	Bk. N.S.W. $A1	232	......	Q16c	3.4	3.9	7.5
348	275	Bank Scotland £1	347	+2	†11.05	3.6	4.8	8.9
£25⅞	£21	Bankers N.Y. $10	£21xd	−⅛	Q$5.60	—	7.2	—
470	360	Barclays £1	466	+1	13.54	6.5	4.3	4.4
266	230	Brown Shipley £1	264	−1	†9.41	—	5.3	—
355	270	Cater Ryder £1	352	−3	†17.17	—	7.3	—
102	75	Clive Dis'nt 20p	99	+1	†4.85	—	7.3	—
224	170	Com'l Aus. ($A1)	170	−2	†Q16c	2.9	5.4	6.4
£17¼	£12¾	Com'zbk DM 50	£13¼	+¼	Q26.6%	—	6.1	—
£18½	£14	C'hgn. Hbk. Kr100	£14	......	Q12%	—	8.8	—
40	29	Corinthian 10p	39	......	†0.71	7.3	2.7	6.7
£24¾	£20	Cred. France F75	£22	+2	Q9.37%	—	2.9	—
16	14	Dawes (G. R.)	15	......	—	—	—	—
£121	£85½	Deutsche Bank DM50	£98	+2¾	Q18%	—	2.6	—
90	63	F. C. Finance	85	......	2.2	♦	3.9	♦
8	5¾	First Nat. 10p	7	......	—	—	—	0.5
3	2	Do. Wrrts. 75-83	2¾	......	—	—	—	—
16¾	13½	Fraser Ans. 10p	16	−¼	—	—	—	—
235	175	Gerrard Natnl.	230	......	g9.12	—	5.9	—
62	45	Gibbs (A.)	48	−2	2.23	—	6.9	—
255	217	Gillett Bros. £1	250	−3	16.95	—	10.1	—
27	19	Goode D't Mry. 5p	26	......	0.25	—	1.4	—
146	116	Grindlays	140	+1	3.07	7.5	3.3	4.3
120	93	Guinness Peat	107	+1	H5.67	—	7.9	—
256	173	Hambros	248	......	†9.76	—	5.9	—
105	78	Hill Samuel	100	......	†4.97	—	7.4	—
270	40	Do. Warrants	200	−20	—	—	—	—

BANKS & HP—Continued

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
205	157	Hong Shng. $2.50	157	−4	Q53.3c	—	3.8	—
80	60	Jessel Toynbee	76	......	g3.65	—	7.2	—
185	150	Joseph (Leo) £1	170	−5	8.74	—	7.7	—
69	40	Keyser Ullmann	64	......	0.67	—	1.6	—
77	58	King & Shax 20p	73	−1	3.44	—	7.1	—
127	90	Kleinwort B.L.	122xd	......	4.6	—	5.6	—
347	30	Lloyds £1	340	+3	10.15	q6.0	4.5	4.6
50	42	Manson Fin. 20p	48	......	3.52	1.1	11.0	12.7
156	111	Mercury Secs.	150	−2	3.79	—	3.8	—
428	348	Midland £1	420	......	16.44	4.8	5.8	4.7
£96	£79	Do. 7½% 83-93	£95	......	Q7½%	28.1	f8.2	—
£92	£77	Do. 10¼% 93-98	£91¼	+½	Q10¼%	28.1	e12.5	—
63	52	Minster Assets	61	......	†3.8	2.5	9.3	7.0
214	155	Nat. Bk. Aust. $A1	160	+2	Q15c	1.0	5.3	18.3
102	78	Nat. Com. Grp.	100	......	2.94	4.8	4.4	7.0
368	278	Nat. West. £1	358	+1	12.83	q5.7	5.4	4.5
£49	£44	Ottoman Bank	£49	−1	Q28%	—	5.7	—
480	360	Schroders £1	460	−5	12.90	—	4.3	—
260	200	Seccombe M C £1	250	......	†13.54	—	8.1	—
106	78	Smith St. Aub.	102	−3	5.09	—	7.4	—
497	430	Stand'd Chart £1	483	−3	†19.64	3.4	6.1	6.1
£11⅛	£10¼	Trade Dev. $1.50	$11⅞	......	Q65c	♦	5.8	♦
380	305	Union Disc £1	375	......	17.66	—	7.0	—
51	40	U.D.T.	45	+1	—	—	—	4.7
£21⅝	£16¾	Wells Fargo $5	£17⅜xd	......	$1.72	—	5.0	—
121	69	Wintrust 20p	117	+1	3.08	—	3.9	—
Hire Purchase, etc.								
40	33½	Cattle's (Hdgs) 10p	38	−2	†h1.86	2.0	7.3	10.2
£81	£69	Cie B'cre Fr.100	£70	......	Q12%	—	2.2	—
8	8	Credit Data 10p	8#	......	—	—	—	—
130	98	Lloyds & Scot. 20p	126	......	4.41	3.1	5.2	8.2
38	27	Lnd. Scot. Fin. 10p	38xd	......	†h1.43	4.2	5.6	5.3
15	12	Moorgate Mert. 10p	14	......	—	—	—	10.8
111	90	Prov. Financial	108	......	5.44	♦	7.5	♦
29	24	Strlg. Credit 10p	26	......	†h0.96	2.3	5.6	(11.6)
15	11½	Sturla Hldgs. 10p	12	−½	—	—	—	—
50	39	Wagon Finance	47	+1	2.30	2.4	7.3	8.6

BEERS, WINES AND SPIRITS

95	80	Allied Brews.	94	+1	†4.39	2.1	7.0	11.5
39	29	Amal. Dist. Pr. 10p	37	−1	‡0.76	1.1	‡	45.2
218	157	Bass	218	+4	6.1	3.4	4.2	8.5
198	161	Bell Arthur 50p	190	−1	†h3.52	5.2	2.8	9.0
52	39	Belhaven Brewery	49	......	20.42	—	1.3	—
107	82	Boddingtons	106	−1	2.91	♦	4.2	♦
88	72	Border Brew's	88	......	†3.55	2.0	6.0	12.5
155	115	Brown (Matthew)	153	+3	4.38	2.5	4.3	13.8
60	46	Buckley's Brew.	58	......	†1.82	2.6	4.7	11.7
167	140	Bulmer (H.P.)	167	......	H7.44	2.0	6.6	(8.1)
210	176	Burtonwood	218	......	3.45	5.3	2.5	11.5
75	57	City Lon. Def.	73	−1	2.79	1.6	5.7	16.0
174	134	Clark (Matthew)	172xd	......	†5.79	2.6	5.0	11.3
252	198	Distillers 50p	249	+1	†7.3	3.2	4.4	10.7
28	22	Gordon (L.) 10p	27	−1	—	—	—	—
84	50	Gough Bros. 20p	76	......	2.84	1.9	5.6	11.8
165	120	Greenall Whitley	160	−2	2.93	5.0	2.7	8.8
363	303	Greene King	360	......	†7.37	3.0	3.1	16.1
195	154	Guinness	190	......	7.84	3.0	6.2	6.0
104	76	Highl'd Dist. 20p	100	......	‡1.61	3.3	2.4	(4.2)
202	157	Invergordon	200xd	......	2.45	4.6	1.8	12.6
225	191	Irish Distillers	220	+4	Q6.5	4.1	3.0	10.5
480	410	Macallan, Glen.	460	......	†5.14	2.5	1.7	(27.1)
106	80	Marston Thompson	106	......	†1.88	4.2	2.6	13.5
123	75	Morland	120	......	‡1.80	2.8	2.2	23.8
65	57	Sandeman	63	......	2.34	2.0	5.6	10.4
66½	55	Scott & New 20p	66½	+2	†3.46	2.2	7.8	7.0
169	129	Tomatin	169xd	+2	3.38	♦	3.0	♦
163	121	Vaux	163	......	d5.03	3.2	4.6	8.8
123	96	Whitbread 'A'	123	+3	†4.0	3.2	4.8	8.0
283	221	Wolv. Dudley	280	......	6.56	3.2	3.5	13.2
175	162	Young Brew 'A' 50p	175	......	†3.23	3.5	2.8	15.6

BUILDING INDUSTRY, TIMBER AND ROADS

85	71	Aberdeen Const.	84	......	†4.68	3.9	8.3	4.6
142	128	Aberthaw Cem.	132	−2	6.86	3.9	7.8	4.9
25	20	Allied Plant 10p	25	+½	†d0.72	2.5	4.3	(9.4)
84	71	Armitage Shanks	79	−1	P4.76	2.5	9.0	5.1
52	40	Arncliffe 10p	52	+1	t2.55	♦	7.6	♦
314	232	BPB Inds. 50p	310	+2	†7.74	5.1	3.7	6.3
47	33½	Baggeridge Brk.	46	......	2.61	1.5	8.5	11.7
16	14	Bailey Ben 10p	15	......	d0.6	1.8	6.0	14.8
131	97	Barratt Dev. 10p	128	−3	†8.14	3.3	9.7	(3.4)
32½	29	Beechwood 10p	30	......	†1.83	1.4	9.1	12.0

CHEMICALS, PLASTICS—Cont.

DRAPERY AND STORES

ELECTRICAL AND RADIO

CHEMICALS, PLASTICS

ENGINEERING—Continued

ENGINEERING MACHINE TOOLS

FOOD, GROCERIES, ETC.

FOOD, GROCERIES—Cont.

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
60	51	Cadbury Sch'ps.	57½	......	3.09	1.9	8.0	(8.2)
123	71	Carr's Milling	114	......	2.92	3.6	3.5	9.2
125	106	Cartiers 20p	124	+1	bd2.41	3.1	2.9	11.5
74	63	Clifford Dairies	74	......	2.13	♦	4.4	♦
68	48	Do. "A" N/V	65	+2	2.13	♦	4.8	♦
142	126	Cullens 20p	132	......	4.39	1.0	5.0	31.4
140	124	Do. "A" 20p	132	+2	4.39	1.0	5.0	31.4
114	106	Danish Bcn. 'A' £1	110	......	6.74	5.4	9.1	4.7
42	24	Edw'ds (Lou. C.) 5p	42	+1	—	—	—	90.1
32	26½	England (J. E.) 5p	31	−1	†1.44	3.1	6.9	7.0
84	73	F.M.C.	81	......	4.0	1.3	7.4	(17.9)
12	9	Fisher (A.) 5p	10	......	0.65	1.4	9.6	10.9
71	57	Fitch Lovell 20p	69	+1	4.11	1.5	8.9	11.5
44	23	Glass Glover 5p	40	......	1.37	2.7	5.1	10.7
66	57	Harlew'd's P. 20p	66	......	†d3.0	3.1	6.9	5.2
291	206	Hillards 10p	290	......	4.94	5.0	2.5	8.5
95	80	Hinton (A.) 10p	95	+1	†2.91	5.7	4.6	5.5
£35¼	£26¼	Kraft $2.50	£27⅝	+⅛	Q$2.80	♦	5.2	♦
115	80	Kwik Save 10p	111	......	2.64	2.9	3.6	14.4
43	31	Lennons Gp. 10p	39	......	†d1.67	2.4	6.5	(7.3)
174	124	Linfood Hldgs.	173	......	9.43	1.6	8.1	(9.5)
116	104	Lockwoods	112	+2	4.12	4.5	5.5	6.0
68	59	Lovell (G.F.)	68	+4	2.0	♦	4.6	♦
106	94	Low (Wm.) 20p	104	+2	6.11	2.0	8.8	(6.9)
265	171	Matthews (B)	250	−3	10.2	♦	6.2	♦
91	84	Meat Trade Sup.	90	......	†d7.37	0.9	12.2	14.2
103	74	Morgan Eds. 10p	103	......	—	—	—	—
139	91	Morrison (W.) 10p	137	......	bfd0.76	7.5	0.8	24.6
56	39	Needlers	51	......	d2.01	♦	6.1	♦
137	98	Northern Foods	124	−1	3.75	3.0	4.5	9.5
95	77	Nurdin P'k. 10p	88	−2	†d1.87	5.1	3.2	9.4
25	22	Panto (P.) 10p	22	−1	†1.55	2.2	10.5	6.4
67	55	Pyke Hldgs. 10p	56	......	—	—	—	18.6
53	43½	R.H.M.	49	......	3.42	1.6	10.4	9.2
159	126	Robertson Foods	153	+1	5.81	2.7	5.7	(7.7)
420	364	Rowntree M. 50p	414	+4	†13.20	5.2	4.8	10.1
316	223	Sainsbury (J.)	307	−1	†d6.11	3.6	3.0	11.6
70	52	Somportex	70	......	3.77	2.7	8.0	6.8
48½	30½	Spillers	44½	−½	1.37	2.4	4.6	10.5
50	40	Squirrel H'n 12½p	48	+1	1.81	3.8	5.4	6.9
160	150	Stocks (Joseph)	150	......	d4.34	8.2	4.3	4.2
188	133	Tate & Lyle £1	152	......	†10.5	q1.4	‡	9.3
68	60	Tavener Rut. 20p	60	......	—	—	—	—
72½	51½	Tesco 5p	70½	−½	†1.66	3.4	3.5	12.3
87	70	Unigate	83	......	†3.46	2.9	6.2	7.7
91	74	United Biscuits	89	......	3.01	q3.4	5.1	6.4
52	42	Watson Phlp. 10p	45	+1	2.71	1.8	9.0	9.3

HOTELS AND CATERERS

£21⅛	£16	Borel (J.) Fr.100	£16	......	—	—	—	—
76	50	Brent Walker 5p	68	−1	1.27	1.9	2.8	28.4
39	28	Comfort Int. 10p	36	......	d0.37	5.5	1.5	13.3
258	177	De Vere Hotels	228	......	†d4.72	1.5	3.1	33.0
18½	14½	Epicure 5p	17	−½	d0.66	1.2	6.0	20.8
161	112	Grand Met. 50p	161	+4	4.74	3.2	4.4	8.7
105	96	Kursaal (M'lt.c25)	105	......	tQ11%	1.8	3.5	26.4
224	167	Ladbroke 10p	215	−2	†7.11	4.5	4.9	6.8
28½	22	Mt. Charlotte 10p	28	+½	0.55	♦	3.8	♦
51	38	Norfolk Cap 5p	51	+9	†1.2	3.8	3.5	11.9

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INDUSTRIALS—Continued

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
68	60	Hawkins & Tipson.	68	......	4.46	2.4	9.8	5.0
19½	12¼	Hawtin 5p	17¾	−¼	—	—	—	18.0
78	63	Hay (Norman) 10p	64	......	†3.05	2.1	7.1	9.9
168	136	Hay's Wharf £1	162	......	5.52	2.7	5.1	9.7
42	27	Herber 'A' 10p	37	−2	d1.1	6.3	2.9	5.4
111	74½	Hepworth Cmc.	105	......	3.68	d3.7	5.3	6.7
76	60	Hestair	64	......	16.99	3.1	16.3	(2.5)
32	25	Hewitt (J.) 5p	32xd	......	1.28	φ	6.3	φ
55	50	Highgate & Job 50p	51	......	‡2.54	2.4	‡	8.5
95	80	Hill (Chas.) £1	95	+3	‡7.37	—	‡	—
43	29	Hirst Mal'son 20p	41½	......	‡2.6	3.6	9.4	4.3
85	78	Holden (A.)	84	......	†3.62	3.9	6.4	6.7
75	63	Hollis Bros	73	−1	†4.56	1.8	9.3	8.9
193	151	Holt Lloyd Intl. 10p	190	......	†7.11	2.8	5.6	13.8
222	162	Hoover 'A'	187	−3	12.0	φ	9.6	φ
153	130	Hoskins & H 20p	153	......	M10.39	2.0	10.1	13.0
33½	23½	Howard-Tenens	31½	−½	1.91	1.9	9.1	7.3
217	142	Hunting Assoc.	217	......	†h1.99	9.2	1.4	11.9
89	48	Huntleigh 10p	86	−1	†h0.48	7.0	1.2	18.4
74	49	Hutch Whamp $HK1	49	−1	†Q20c	2.3	4.8	10.0
33	23	Hyman (I. & J.) 5p	30½	......	0.96	φ	4.8	φ
102	95	IHAS Cargo Air	102	+1	Pd2.8	2.5	4.1	(11.3)
147	135	Do. 6% Cnv. Pref.	147	......	6.0%	11.2	6.1	—
£20¾	£15½	I.C. Industries$1	£16	−½	Q$2.52	—	4.8	—
535	420	ICI £1	515	+3	8.29	7.4	2.4	6.1
475	358	Imp. Cont. Gas £1	463	+5	g9.96	3.3	3.2	18.9
33	29	Ingall Inds. 10p	32	−1	†1.87	1.6	8.9	10.5
143	88½	Initial Services	137	−3	‡5.06	2.8	5.5	9.2
24	16	Inter-City 20p	23½	+1	†0.61	2.7	3.9	14.4
143	72	Jacksons Bourne	143	......	†4.20	4.4	2.1	16.4
52	47¾	James (John)	48½	+½	†d2.76	2.8	8.5	4.8
18	15¼	James (M.) Inds. 20p	18	+¼	d1.02	1.3	8.4	13.3
206	146	Jardine M. $HK5	147	−3	K071c	2.3	5.2	8.4
33	30	Jentique	31½	−½	†2.22	1.4	10.5	9.8
10	9	Johnson & Barnes	10	......	—	—	—	—
143	105	Johnson Clnrs.	142xd	......	5.06	φ	5.3	φ
230	185	Johnson Mthy. £1	230	+2	18.5	3.4	5.7	11.7
46	36	Jourdan (T.) 10p	42	−1	3.22	φ	12.0	φ
65	35½	Kalamazoo 10p	64	......	2.16	1.8	5.1	16.0
172	107	Kelsey Inds.	163	−4	3.61	7.5	3.3	6.8
60	43	Kennedy Sm. 10p	53	−3	H1.77	3.1	5.0	10.7
£14½	£11¾	Kershaw (A.) 5p	£14½	......	23.25	2.0	2.4	(5.8)

INSURANCE—Continued

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
38	26	Edin. & Gen. Inv. 10p	30	−2	—	—	—	—
£130	£121	Ennia UK 9% Cnv.	£122½	−1	Q9%	—	17.4	—
216	164	Equity & Law 5p	220	+2	7.75	—	5.5	—
254	188	Gen. Accident	240	+2	9.04	—	5.7	—
276	210	G.R.E.	262	......	†10.32	—	5.9	—
502	385	Hambro Life	490	+5	†20.3	—	6.2	—
280	220	Heath (C.E.) 20p	280	+5	†4.90	5.4	2.6	9.7
146	105	Hogg Robinson	135	+2	†h4.18	3.1	4.6	10.6
137	115	Howden (A.) 10p	115	......	7.0	φ	9.5	φ
190	138	Legal & Gen. 5p	182	+2	6.51	—	5.5	—
152	118	Lon. & Man. 5p	150	......	7.24	—	7.4	—
196	176	London United 20p	192	−3	†h3.83	4.3	3.0	11.5
197	167	Matthew Wr. 20p	195	......	†9.33	2.1	7.1	9.2
194	154	Minet Hldgs. 20p	194	......	†5.38	4.3	2.6	11.9
60	36	Moran (Chris) 20p	42	−1	†3.62	1.4	12.8	8.1
272	216	Pearl 5p	264	+1	12.78	—	7.2	—
298	218	Phoenix	290	+4	†10.51	—	5.4	—
152	134	Provident	152	......	†8.29	—	8.1	—
187	134	Prudential	182	+2	8.06	—	6.8	—
164	134	Refuge 5p	158xd	−2	9.2	—	8.7	—
425	325	Royal	418xd	+2	18.77	—	6.8	—
410	95	Sedg Forbes 10p	116	......	T5.0	2.1	6.4	10.8
104	82	Stenhouse	98	......	4.52	2.5	6.9	7.2
608	474	Sun Alliance £1	580	−4	†20.46	—	5.3	—
127	95	Sun Life 5p	126	+1	3.48	—	4.1	—
938	685	Taisho Mar. EDR	685	−5	Q10%	—	0.2	—
205	170	Trade Indemnity	205	......	9.38	—	7.0	—
£27¾	£22⅞	Travelers $2.50	£22⅞	−½	Q$1.68	—	3.7	—
270	225	Willis Faber	270	......	10.05	q2.2	5.7	12.1

LEISURE

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
115	83	Anglia TV 'A'	112	......	4.72	φ	6.3	φ
99	70	Assoc. Leisure 5p	96½	−½	†3.07	3.5	4.8	7.5
156	107	Barr & W.A.T. 'A'	156	+2	†d2.53	6.6	2.4	8.0
102	96	Black Edgtn. 50p	100	−2	†4.47	1.9	6.7	12.2
186	156	Boosey & Hawkes	183	+1	†5.16	4.6	4.2	7.4
125	92	Campari Int. 20p	123	......	†2.0	9.2	2.4	4.6
133	106	Coral Leis. 10p	125	−2	M6.6	2.8	8.0	7.2
42	35	Grampian 'A' 10p	38	......	†2.23	P2.7	8.8	6.3
65	65	Green Group 10p	65φ	......	Q4.23	2.5	6.5	9.3
145	118	HTV Non/Vtg.	145	+3	†9.0	2.0	9.5	8.0

MINES—Continued

AUSTRALIAN

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
14	12	Acmex	12	......	—	—	—
171	131	Bougainville 50 Toea	138	+3	Q15c	1.0	6.7
140	97	BH South 50c	102	+2	—	—	—
540	340	Central Pacific	470	......	—	—	—
318	239	Conzinc Riotinto 50c.	239	−6	¶Q10c	φ	2.6
36	26	Coltus Pacific N.L.	31	......	—	—	—
21½	15½	Endeavour 20c	16	......	—	—	—
98	62	G.M. Kalgoorlie $1.	70	−2	—	—	—
42	30	Haoma Gold N.L.	30	−4	—	—	—
170	148	Hampton Areas 5p.	165	......	φ13.55	2.0	3.2
56	25	Metals Ex. 50c	51	......	—	—	—
275	197	M.I.M. Hldgs. 50c	219	+1	†Q9c	1.7	2.4
15	15	Minefields Expl.	15	......	—	—	—
74	38	Mount Lyell 25c	55	−5	—	—	—
44	18	Newmetal 20c	20	......	—	—	—
141	104	North B. Hill 50c	107	+1	†Q8c	1.3	4.3
22	11	Nth. Kalgurli	15	−1	—	—	—
40	26	Nth. West Mining	30	......	—	—	—
137	94	Oakbridge $A1	98	+1	Q12c	1.9	7.1
37	22	Otter N. L.	28	......	—	—	—
120	58	Pacific Copper	88	−2	—	—	—
£10¾	700	Pancont'l 25c	700	−125	—	—	—
25¾	17½	Paringa M&Ex 5p	20	......	—	—	—
510	368	Peko-Wallsend 50c.	370	−5	Q15c	3.3	2.3
275	145	Southern Pacific	185	+15	—	—	—
188	139	Westn. Mining 50c	158xd	−4	†Q3c	0.7	1.1
11	9	Westmex	11	......	—	—	—
65	55	Whim Creek 20c	55	......	—	—	—

TINS

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
30	23	Amal. Nigeria	29xd	......	2.81	1.3	14.4
435	330	Ayer Hitam $M1	345xd	+5	Q300c	0.5	18.7
72	51	Beralt Tin	71	......	4.0	φ	8.4
270	200	Berjuntai $M1	220	+5	†Q110c	1.0	11.9
160	145	Geevor	160	......	H5.57	5.8	5.2
10	8	Gold & Base 12½p	8½	......	—	—	—
345	295	Gopeng Cons.	345	......	18.0	1.4	7.8
355	295	Hongkong	350	......	12.5	2.8	5.3
70	64	Idris 10p	70	......	‡12.0	1.6	‡
14	9½	Jantar 12½p	14	......	—	—	—
77	66	Kamunting $M0.50	76	......	†Q12.5c	2.1	3.5
620	210	Killinghall $M1	335	......	—	—	—
465	365	Malay Dredging $M1	415xd	+5	†175c	0.7	9.1
57	43	ΔPahang	43	......	—	—	—
85	60	Pengkalen 10p	80	......	4.5	1.2	8.4
240	215	Petaling $M1	225	......	Q120c	1.3	11.5
85	73	Saint Piran	84	+1	†2.03	6.5	3.6
58	53	South Crofty 10p	56	......	†4.19	2.0	11.2
210	170	South Kinta $M0.50	200	+10	†s2145c	0.6	15.6
405	285	Sthn Malayan $M1	350xd	......	†Q190c	1.0	11.7
285	210	Sungei Besi $M1	275	......	mQ65c	5.3	5.1
75	52	Supreme Corp. $M1	53	......	Z010c	—	4.1
105	94	Tanjong 15p	94	......	6.60	0.8	10.5
265	205	Tronoh $M1	265	+5	‡Q68c	1.6	‡

COPPER

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
104	56	Messina R0.50	100	+5	—	—	—

MISCELLANEOUS

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
74	54	Barymin	68	+1	—	—	—
13½	11	Burma Mines 17½p	11	......	—	—	—
345	170	Cons. Murch. 10c.	265	......	—	—	—
410	340	Northgate C$1	380	−5	—	—	—
390	226	R.T.Z.	302	+2	9.5	2.8	4.7
65	40	Sabina Inds. C$1	49	−2	—	—	—
880	725	Tara Expln. $1	775	+13	—	—	—

GOLDS EX-$ PREMIUM

London quotations for selected South African gold mining shares in U.S. currency excluding the investment dollar premium. These prices are available only to non-UK residents.

1979 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
$13¾	$10½	Buffels R1	$13⅞	......	Q190c	φ	16.3
$11	890	East Drie R1	$11	−¼	Q115c	1.6	12.0
470	350	East Rand Prp. R1	465c	......	Q10c	—	2.6
$24¼	$18¼	F.S. Geduld 50c	$22⅞	−¼	Q315c	2.4	15.8
$14⅝	$11⅛	Pres. Brand 50c	$14	−⅛	Q150c	3.2	12.4
$14½	$10¾	St. Helena R1	$13¾xd	−⅛	Q190c	1.4	16.5
595	407	Stilfontein 50c	570c	−10	Q66c	φ	13.4
$24¼	$18¼	Vaal Reefs 50c	$23½	−½	Q280c	2.7	13.7
$35¾	$28¾	West Drie R1	$33½	−⅜	†Q385c	1.7	13.2
$29½	$22¼	West Hldgs. 50c	$28¼	−¼	Q415c	1.4	16.9
$13	$10½	Western Deep R2	$11⅞	......	Q147½c	2.1	14.3

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on the basis of net distribution; bracketed figures indicate 10 per cent. or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution. Yields are based on middle prices, are gross, adjusted to ACT of 33 per cent. and allow for value of declared distributions and rights. Securities with denominations other than sterling are quoted inclusive of the investment dollar premium.

- Δ *Sterling denominated securities which include investment dollar premium.*
- ● "Tap" Stock.
- * *Highs and Lows marked thus have been adjusted to allow for rights issues for cash.*
- † Interim since increased or resumed.
- ‡ *Interim since reduced, passed or deferred.*
- ‡‡ Tax-free to non-residents on application.
- φ *Figures or report awaited.*
- †† *Unlisted security.*
- ¢ Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividends or forecasts.
- ♦ Merger bid or reorganisation in progress.
- ♦ Not comparable.
- ♦ Same interim: reduced final and/or reduced earnings indicated.
- § Forecast dividend; cover on earnings updated by latest interim statement.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ✦ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- Excluding a final dividend declaration.
- ⊕ *Regional price.*
- II No par value.

a Tax free. b Figures based on prospectus or other official estimate. *c Cents. d Dividend rate paid or payable on part of capital;* cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and *yield after scrip issue. j Payment from capital sources. k Kenya.* m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. s Dividend and yield exclude *a special payment. t Indicated dividend; cover relates to previous* dividend, P/E ratio based on latest annual earnings. u Forecast dividend; cover based on previous year's earnings. v Tax free up to *30p in the £. w Yield allows for currency clause. y Dividend and yield* based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Minimum tender price. F Dividend and yield based on prospectus or other official estimates for 1979-80. G Assumed dividend and yield after pending *scrip and/or rights issue. H Dividend and yield based on prospectus or* other official estimates for 1978-79. K Figures based on prospectus or other official estimates for 1978. M Dividend and yield based on prospectus or other official estimates for 1978. N Dividend and yield based on prospectus *or other official estimates for 1979.* P Figures based on prospectus *or other official estimates for 1978-79.* Q Gross. T Figures assumed. Z Dividend total to date. §§ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xc ex capital distribution.

"Recent Issues" and "Rights" Page 40

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £400 per annum for each security

REGIONAL MARKETS

The following is a selection of London quotations of shares previously *listed only in regional markets. Prices of Irish issues, most of which are* not officially listed in London, are as quoted on the Irish exchange.

Albany Inv. 20p	27½	......	Sheff. Refrshmt	78	......
Ash Spinning	107	......	Sindall (Wm.)	120	......
Bertam	26	+1			
Bdg'wtr. Est. 50p	360	......			
Clover Croft	28	......	**IRISH**		
Craig & Rose £1	970	......	Conv. 9% '80/82	£91⅝	......
Dyson (R. A.) A	35	......	Alliance Gas	110	......
Ellis & McHdy	68	......	Arnott	380	......
Evered	27	+1	Carroll (P.J.)	111	......
Fife Forge	54	......	*Clondalkin*	95	......
Finlay Pkg. 5p	21	......	Concrete Prods.	93	......
Graig Ship. £1	165	−5	Heiton (Hldgs.)	60	......
Higsons Brew	83	......	Ins. Corp.	220	......
Holt (Jos) 25p	269	......	Irish Ropes	105	......
I.O.M. Stm. £1	172xc	−2	Jacob	36	......
Pearce (C. H.)	203	......	T.M.G.	260	......
Peel Mills	29	......	Unidare	85	......

OPTIONS
3-month Call Rates

Industrials		I.C.I.	20	Unilever	55
A. Brew	7	"Imps"	9	U.D.T.	4
BOC Intl.	6	I.C.L.	40	Utd. Drapery	10
B.S.R.	8	*Inveresk*	7	*Vickers*	17
Babcock	14	KCA	4	Woolworths	6½
Barclays Bank	32	Ladbroke	18		
Beecham	52	*Legal & Gen.*	14	**Property**	
Blue Circle	18	*Lex Service*	9	Brit. Land	5
Boots	18	Lloyds Bank	25	Cap. Counties	7
Bowaters	18	"Lofs"	5	E.P.	3½
B.A.T.	28	London Brick	7	Intreuropean	5
Brown (J.)	50	Lonrho	9	*Land Secs.*	20
Burton 'A'	22	Lucas Inds.	25	MEPC	15
Cadburys	5	"Mams"	18	Peachey	13
Courtaulds	10	Mrks. & Spncr	9	Samuel Props.	14
Debenhams	8	Midland Bank	30	Town & City	2
Distillers	21	N.E.I.	14		
Dunlop	6½	Nat. West. Bank	28	**Oils**	
Eagle Star	10	Do. Warrants	15		
E.M.I.	14	P & O Dfd.	8	Brit. Petroleum	70
Gen. Accident	21	Plessey	10	*Burmah Oil*	11
Gen. Electric	32	R.H.M.	5	Charterhall	3½
Glaxo	50	Rank Org.	25	Shell	48
Grand Met.	12	Reed Intnl.	16	Ultramar	24
G.U.S. 'A'	30	Spillers	5½		
Guardian	24	Tesco	6	**Mines**	
G.K.N.	24	Thorn	22	Charter Cons.	16
Hawker Sidd	22	Trust Houses	27	Cons. Gold	17
House of Fraser	15	*Tube Invest.*	30	*Rio T. Zinc*	27

A selection of Options traded is given on the *London Stock Exchange Report page*

FINANCIAL TIMES
Tuesday April 3 1979

Election candidates security tightened

By Philip Rawstorne and Michael Cassell

TOUGHER security measures are being taken to ensure the "highest possible level of protection" for party leaders, candidates and public during the General Election campaign, Mr. Merlyn Rees, Home Secretary, told the Commons yesterday.

Mr. George Thomas, the Speaker, also announced new precautions at the Commons, where stringent checks were being made yesterday on vehicles and people entering the precincts.

As MPs returned to Westminster to pay tribute to Mr. Airey Neave, he Conservative spokesman on Ulster who was murdered by a car bomb on Friday, Mr. Rees met organiser from the major political parties to discuss General Election security.

Police protection would be strengthened, he told the Commons later. Guidance on security measures would also be given to the organisations.

Every individual would need to increase his own vigilance and precautions against the IRA's plans for a terrorist campaign on the mainland.

Mr. Rees, who said he would maintain continuous contact with police chiefs, strongly denied "mischievous" reports that Scotland Yard had failed to act on details of a new IRA "death list." Reports that Ulster police had supplied such a list were untrue, he said.

The General Election campaign would not be distorted by terrorist threats. "They will serve only to reinforce the resolve of the British people not to be divided in the face of violence."

The Speaker told MPs that; to reinforce security at the Commons, Westminster Hall would be closed to the public. Guests and visitors not accompanied by MPs would be allowed to enter or leave the Palace of Westminster only by St. Stephen's entrance.

Mr. Thomas said that the implications of a report submitted by the Metropolitan Police after Friday's bomb explosion were being considered by the Commons Joint Security Committee.

The Police Federation yesterday described Mr. Neave's murder as "an appalling crime" and demanded the immediate return of capital punishment.

Mr. James Jardine, chairman of the Federation, said that the assassination would bring the subject of law and order to the forefront of the election campaign.

Mr. Jardine said that the Government, politicians and the public had to give whole-hearted support to the police

Parliament, Page 11

Weather

UK TODAY

MOST of England, Wales and Ulster will be cloudy with outbreaks of rain. Sleet or snow in places especially over high ground. Max 8C (46F).

London, S.E., E. Anglia

Sunny at first. Cloudy later with showers.

Cent. S. England, Midlands, S.W. England, Cent. N. England, Wales, Ulster

Rain, sleet or snow especially over hills.

Scotland

Rather cloudy. Rain or sleet in places. Snow on high ground.

● **Outlook:** Unsettled and cold. Sunny intervals and wintry showers heavy in places.

		Y'day midday °C	°F			Y'day midday °C	°F
Ajaccio	F	15	59	Luxmbg.	R	6	43
Algiers	C	16	61	Madrid	F	13	55
Amsdm.	F	7	45	Majorca	F	17	63
Athens	C	18	64	Malaga	S	18	64
Bahrain	S	27	81	Malta	R	11	52
Barclna.	F	11	52	M'chstr.	C	4	39
Belfast	F	6	43	Melbne.	C	17	64
Belgrd.	C	12	54	Mex. C.	S	23	74
Berlin	R	8	46	Milan	F	14	57
Biarritz	C	12	54	Mntreal.	R	4	41
Bmghm.	F	8	46	Moscow	C	4	39
Bordx.	F	11	52	Munich	C	4	39
Boulgn.	R	7	45	Nairobi	S	23	73
Bristol	F	6	43	Naples	S	16	61
Brussels	F	8	46	Nwcstl.	C	6	43
Budpst.	F	11	52	N. York	R	4	41
B. Aires	C	21	72	Nice	F	15	59
Cairo	S	40	107	Nicosia	F	25	77
Cardiff	F	6	43	Oporto	C	14	57
Cape T.	S	21	72	Oslo	R	4	39
Chicago	R	2	36	Paris	R	9	48
Cologne	F	9	48	Perth	C	21	70
Cpnhgn.	C	3	[illegible]	Prague	F	10	50
Corfu	C	15	59	Reykjvk.	F	1	34
Dublin	C	7	45	Rhodes	C	23	73
Dbrvnk.	F	15	59	Rio J'o	C	28	84
Faro	C	16	61	Rome	S	15	59
Frankft.	C	9	48	Salzbrg.	F	10	50
Funchal	F	17	63	Singapr.	C	30	87
Genova	C	10	50	Stckhm.	Sl	2	36
Gibrltr.	S	16	61	Strasbg.	C	10	50
Glasgow	F	5	41	Sydney	S	27	81
G'rnsey	C	5	41	Tangier	S	15	59
Helsinki	C	3	37	Tehran	S	19	66
H. Kong	R	17	64	Tel Aviv	S	37	99
Innsbrk.	F	10	50	Tenerife	F	14	57
Invrnss.	S	6	43	Tokyo	R	7	45
I.o.Man	C	5	41	Toronto	R	6	43
Istanbul	F	16	61	Tunis	F	16	61
Jersey	C	8	46	Valencia	S	19	66
Jo'burg	S	25	77	Venice	S	13	55
L. Plms.	F	19	66	Vienna	C	10	50
Lisbon	C	15	59	Warsaw	R	6	43
Locarno	F	12	54	Zurich	C	10	50
London	C	8	46				

C—Cloudy. F—Fair. Fg—Fog. R—Rain. S—Sunny. Sl—Sleet. Sn—Snow.

REACTOR ACCIDENT DEPRESSES WALL STREET

Selling hits N-power stocks

BY DAVID LASCELLES IN NEW YORK

THE NUCLEAR accident in *Pennsylvania sparked heavy* sales of nuclear power-related stocks on Wall Street yesterday. Trading in five stocks had to be halted temporarily.

The accident also had a depressing effect *on the market as* a whole. By early afternoon, the Dow Jones industrial index was down more than 10 points at 852.13.

Ironically, the selling developed just as the situation at the crippled reactor on Three Mile Island appeared to be improving. However, analysts attributed the widespread selling to the extremely extensive news coverage during the weekend when the crisis became little short of a national drama.

Among the hardest-hit stocks were J. Ray McDermott, the *New Orleans-based engineering* company whose Babcock and Wilcox subsidiary built the Three Mile Island plant. Its shares, which stood at $22 last week, were down to $19½ by yesterday's *suspension*, and *later* opened at $18½.

The troubles facing Babcock and Wilcox, which is no longer related to the British company with the same name, continued *to mount yesterday* when the Nuclear Regulatory Commission announced that it would investigate safety at the seven other plans built by the company.

Trading was also suspended in Westinghouse, the country's largest nuclear engineering company, and two nuclear fuel suppliers, Kerr-McGee and UNC (formerly United Nuclear Corporation). General Public Utilities, owner of the Three Mile Island plant, asked that its share be suspended until the crisis is resolved.

When trading resumed later in the day, Westinghouse was quoted at $18¼, down from its pre-accident level of $21. Kerr-McGee was traded at $48⅜, more than $10 down on last week. UNC shares lost $2⅝ to $18¼.

The selling wave also hit other electrical equipment stocks like General Electric and Combustion Engineering, both of which have lost between $2 and $3 since the accident.

David Buchan writes from Washington: Engineers at the Three Mile Island plant yesterday claimed some success in reducing the dangerous build-up of hydrogen gas in the damaged reactor, as Pennsylvania Civil Defence authorities prepared plans for a possible evacuation of ½m. people within 20 miles of the plant.

President Carter, on his flying visit to the plant on Sunday, foreshadowed the possibility of a new evacuation, urging residents to remain calm if this was ordered. Civil Defence officials fear huge traffic jams could develop. *So far only* expectant mothers and pre-school children have been advised by Pennsylvania's Governor to keep at least five miles from the plant, which is still giving off some low *level* radiation.

Governor Jerry Brown of California, has asked the Nuclear Regulatory Commission to shut the similar Rancho Seco nuclear power plant in his state. Thirteen anti-nuclear demonstrators were arrested outside the plant at the weekend.

Mr. Carter, a former nuclear *engineer, whose public views on* nuclear power have often been ambivalent, has promised a thorough public inquest into the Three Mile Island accident.

The Nuclear Regulatory Commission has taken over from Metropolitan-Edison, operators of the plant, the prime role in attempting to shut down the reactor, where a hydrogen gas bubble has blocked further cooling of the damaged uranium fuel core. Efforts apparently concentrate on trying to convert the hydrogen back into water by heating it with oxygen.

Senator Gary Hart, who chairs the Senate committee on nuclear safety, said he planned new legislation giving the commission, a public agency, authority to take over a damaged nuclear plant from its private operating company the moment an accident has occurred.

Metropolitan-Edison, whose responsibilities Senator Hart said were "to its stockholders," *has come under criticism for* allegedly suppressing and downplaying developments in the Three Mile Island saga, which began when a cooling pump failed last Wednesday. *Nuclear power generation is a* private industry in the U.S., unlike many other countries.

Nuclear energy store equals coal reserves, Page 9

U.S. hauliers lock out Teamsters

BY JOHN WYLES IN NEW YORK

MOST OF the major U.S. road haulage companies were shut down yesterday at the start of potentially the most damaging industrial confrontation in the U.S. since the miners' strike last year.

If the stoppage lasts longer than a few days, widespread *lay-offs in the motor and steel* industries look likely. According to the Labour Department, 1.1m workers may be idle after a week.

Settlement of the dispute is likely to be complicated by the Government's pal policy. As the deadline for agreement by last Saturday midnight approached, an agreement appeared probable because *the Government had* interpreted its pay guidelines cent wage and benefits package spread over three years.

A week ago, the Council on Wage and Price Stability indicated 24 per cent was the policy limit.

Late on Saturday, however, the Teamsters' Union representing 300,000 truck drivers, insisted on adding to the package, including a more generous cost of living agreement.

Details of the new elements were not disclosed, but it was suggested they would add a further 2 per cent to the package. When the employers said they could not afford any more and the Administration said the policy would not allow any more, the union called selective strikes against 42 companies.

But *yesterday*, Trucking Management Inc., representing the employers, countered with a recommendation to its members for a national shut-down, which it claimed would be defensive. By locking out the teamsters, the employers hope to thwart the union's bid to divide their ranks, and at the same time put pressure on the Carter Administration to seek an 80-day cooling-off period during which the drivers would return to work.

To do this, the Government would have to prove danger to "the national health and safety" and yesterday Mr. Ray Marshall, Labour Secretary, indicated that the effects of the dispute would be closely monitored and that a cooling-off period was likely.

The Administration will probably wait first to see whether federal mediators can bring the two sides together again later this week. Also, the Inter-State Commerce Commission, which regulates the industry, is trying to soften the impact of the dispute by licensing hauliers to substitute for shut down companies.

Clearly, the Commission will not be able to replace the 80 to 85 per cent of the nation's road haulage capacity thought to be affected.

The teamsters' only previous national strike over pay was more than three years ago and ended after 2½ days when a breakaway group of employers, based in Chicago, sued for peace. Although the stoppage was brief, the motor companies laid off 20,000 employees when the strike instantly cut off spare parts supplies.

Teamsters challenge to Carter's pay policy, Page 29

Honda likely partner for BL

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

HONDA, third largest Japanese car manufacturer, emerged last night as the company most likely to link with BL. It is understood to be negotiating with BL for a licence to produce cars in Britain.

BL and Honda refused to comment. BL intends to issue a statement today, but it is not expected to go into details. It *will simply prepare the workforce* for Japanese engineers examining BL production.

Mr. Eric Varley, the Industry Secretary, was questioned in Parliament yesterday about the Financial Times report of the proposed Japanese-BL venture.

He stressed that BL's management would first have to judge which foreign companies and projects offered the best opportunities for mutually beneficial collaboration.

Eventually the National Enterprise Board, BL's major shareholder, and the Government would have to approve any joint ventures.

Mr. Varley also confirmed that BL is to receive a further cash injection from the NEB, of some £150m. As requested by the BL Board, it will be in the form of equity rather than loans.

The amount is only half the £300m BL indicated last year that it might need in 1979 and indicates the improvement in the group's finances.

The NEB report of BL's 1979 corporate plan and budget was published last night and showed capital expenditure this year will be £279m.

Commitments for capital expenditure in this and subsequent years carried forward from 1978 totalled £391m. New commitments in 1979 for subsequent years could exceed £900m.

The NEB continues to give "full support and backing" to BL's plan but says that "a major strike would put the whole strategy into the melting pot."

The NEB's report says that productivity within BL Cars *must* be brought up to the level of its European competitors and insists that the company's future will depend on it.

It refers to BL's difficulties over the pay parity programme for BL Cars, which aims to pay the same rate for the same job in all plants, and adds: "BL and the NEB will be watching developments over the next months with great concern."

NEB report on BL, Page 8
Parliament, Page 11

Lufthansa in £400m Airbus deal

By Michael Donne, Aerospace Correspondent

LUFTHANSA, the West German airline, has placed a firm order with Airbus Industrie for 25 of the new A-310 European Airbus, worth £400m (DM 1.5bn), and has also taken options on a further 25 A-310s.

The order, the biggest yet placed with Airbus Industrie, was signed in Cologne yesterday by Dr. Herbert Culmann, Lufthansa's chairman, and Mr. Reinhardt Abraham, a Lufthansa executive. The contract has to be ratified by the airline's board.

The A-310 is the smaller, 200-seat version of the 250-seat A-300 Airbus, of which Lufthansa is already one of the biggest users. Delivery of the new aircraft will begin in 1983, and continue through to 1990.

There are now Airbuses of all types on order, of which 163 *are firm orders and* 87 *are* options, from 23 customers.

The Lufthansa order will be welcomed by British Aerospace, which holds a 20 per cent stake in Airbus Industrie on behalf *of the UK Government, and* which is building the wings for both the A-300 and the A-310 Airbuses.

The Lufthansa A-310 will seat up to 211 passengers (18 first-class and 193 economy-class), with a maximum range of 2,700 km with full loads.

Lufthansa has specified the U.S. General Electric CF6-80 engines for its A-130s—another version of the CF6 series of engines already used in Lufthansa's A-300 Airbuses.

With an earlier contract from Swissair for 10 A-310s with an option on 10 more, and a letter of intent from Air France for five, the A-310 is now firmly launched.

● Belgium hopes to participate in manufacture of the A-310, and a new company, Belairbus, has been set up at Gosselies, near Charleroi. Two-thirds of he initial capital of $1.6m has come from the Belgian Government and one-third from private sources. Belgium hopes to make the moving parts of the wings and tail.

● Air Afrique, the airline set up by a consortium of 11 African States, plans to buy an undisclosed number of Airbuses *soon, according to its president,* Mr. Aoussou Koffi.

Build-up in aerospace orders, Page 4

More price rises on the way

BY JOHN ELLIOTT, INDUSTRIAL EDITOR

MORE MANUFACTURING com*panies plan to* raise prices in the next four months than at any time for almost two years, say forecasts in the Confederation of British Industry's monthly industrial trends survey today.

Of more than 2,000 companies covered in the survey, 65 per cent said they planned to raise their domestic prices in the next four months, while only 1 per cent *said* they would cut prices.

This produced a net balance of 64 per cent planning to raise prices, and indicated that the total number was now greater than since the late spring of 1977.

The position has gradually worsened since September, mainly because of increased oil and other commodity prices, and the impact of the national insurance surcharge.

Companies are reporting that, *though wages are not rising* much faster than a year ago, they are raising prices to offset increased costs of production and distribution in the recent lorry-drivers' strike.

The CBI survey shows that industrial activity is recovering from the effects of that strike. Companies report stronger demand, more export orders, and declining stocks.

Companies are still telling the CBI that they have difficulty *maintaining their share of ex*port makets, and the financial position of companies is reported "under some pressure."

Industrial dislocation caused by bad weather has added to problems from the lorry strike.

"Developments since January have combined to make an already bleak outlook for corporate profitability appear even more so, particularly when North Sea activities are excluded," says the CBI.

This could exacerbate the effects of what would in any case be a "cyclically-weak" period next *year and in 1981.*

Continued from Page 1

Pound

against the dollar, 3 cents lower than sterling.

The strength of sterling was matched by a further rise in the price of gilt-edged stock—up around ¾ of a point for both short and longer-dated stock.

There were reports of a fair amount of business, partly supported by hopes of an early cut in Minimum Lending Rate from 13 per cent.

There are obvious political attractions for Mr. Denis Healey, the Chancellor, in announcing a reduction in MLR in his economic statement this afternoon. But much of the official advice to Mr. Healey has been against an early change.

Continued from Page 1

OPEC surcharge

crude is now $17.10 a barrel, which includes a surcharge of $1.80 over its scheduled OPEC price. The new price represents an increase of 13 per cent over the first quarter price (including surcharge) and a 29 per cent increase over the level charged in the final quarter of last year.

Abu Dhabi, along with Qatar, was the first oil producing country to introduce special surcharges earlier this year to take advantage of the shortage of crude supplies in the world oil marget and to reflect the dramatic rises in spot market crude oil prices.

Qatar said yesterday that it would be charging $17.04 a barrel for its Dukhan crude and $16.85 a barrel for its offshort production. Abu Dhabi and Qatar together accounted for about 6.5 per cent of OPEC production last year.

Abu Dhabi produced an average of 1.45m barrels a day and Qatar had an average output of 482,000 barrels. Total OPEC production last year was about 29.9m barrels a day about 48 per cent of non-Communist countries' crude output.

Kuwait, which is expected to produce at about 2.4m barrels a day this year, has kept the special surcharge of $1.20 a barrel

THE LEX COLUMN

Poor visibility for Ocean

Index rose 1.4 to 532.2

Strip out losses on ship sales and Ocean Transport and Trading's second half pre-tax profits are more than double those of the first half. The parent company, after earlier losses, just about broken even in the second six months and the contribution from associates was sharply higher so that although there was a reduction in the shareholding in Overseas Containers Ltd., Ocean's pre-tax profits (excluding £4.9m of losses on ship sales) for the full year are only down from £37.3m to £15m.

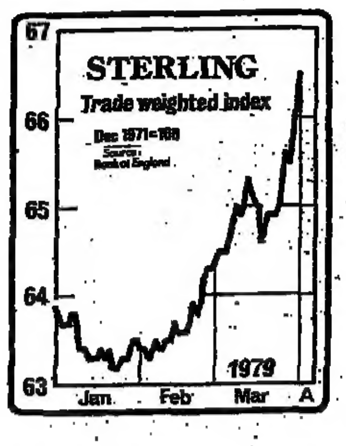
In addition, the group has decided to dip into reserves to maintain its dividend, much to *the relief of an income conscious* stock market which sent the shares 4½p higher to 104p, where they yield 12 per cent.

That was the good news. But the comments about this year's *pre-tax profits only being* "modestly better than in 1978" were hardly reassuring. Assuming that Ocean does not have to sell any more ships at a loss it should be able to increase its profits by 50 per cent to £15m in 1979—hardly a "modest" improvement. Either Ocean is being over cautious, or its underlying business is in an even worse state than it seems.

At the moment its caution is justified. Ocean is saying that the liner trades—its traditional backbone—may well continue at a disappointing level for *another year or two.* The important West African business which can contribute possibly as much as £10m in a good year, made a loss last year and has been at a virtual standstill *in the first quarter of the cur*rent year. The bulk trades are showing signs of improvement and Ocean's land based activities such as Wm. Cory are showing a "very significant" increase.

However, Ocean's future hinges mainly on its liner operations and its one-third stake in OCL. Pre-tax profits of the latter fell sharply in 1977/78 and look set to fall still further in 1978/79. Meanwhile, having spent £60m or so on new ships last year, Ocean is running down its liquidity rapidly and has been rescheduling some debt. Until the picture in Nigeria and the container trades improves its statement about its inability to assure the 1979 dividend should be taken seriously.

Reckitt and Colman



With such a large portion of its business overseas Reckitt and Colman is highly vulnerable to movements in exchange rates. In 1978 the decline of the dollar knocked £3m off its pre-tax profits which only rose from £57.9m to £61.3m. However, this figure was helped by a £1.3m first time contribution from Chile which Reckitt has decided to consolidate.

Leaving aside the currency swings *it is clear that despite* the group's bid to diversify its base it is sill relying heavily on traditional areas such as household and toiletry goods to push profits higher. This side of the business—over half the total profits—increased its contribution by £4.8m in 1978. By contrast the three other key product areas—food and wine, industrial and the much vaunted pharmaceutical side—saw lower returns.

In North America, Reckitt has run into problems on its potatoe processing side and together with other reorganisation costs this could have knocked £2m off profits. However, it hopes the worst is over here and profits should be higher in 1979. At 520p the shares—before the share split—are selling on 9.3 times earnings and the yield is 3.4 per cent.

MLR

While dealers in the gilt-edged and money markets spent yesterday debating whether Mr. Denis Healey will pull a valedictory cut in MLR out of *the hat during this afternoon's* skeletal "Budget" speech, sterling was powering ahead once again. The Bank of England index reached 66.5, only fractionally below the 66.7 at which the *index* peaked in February, 1978.

Superficially, therefore, the case for a downward adjustment in London rates has strengthened, but of course there is more to it than that. Inflows may threaten to swell the money supply, but at the same time domestic bank lending has been rising too fast. It is a matter for argument whether lower interest rates would discourage inflows more than they would further stimulate bank lending.

Moreover there is a strong *political angle.* Normally the authorities try to hold the financial markets steady during an election campaign, and a cut in MLR at this juncture would no doubt be construed by the *Conservatives as a vote-catching* manoeuvre. Still, there is more than a month to go to polling day, and the markets are much more volatile than they were in campaigns gone by. The Bank *of England cannot hope to keep* interest rates, sterling and the money supply all steady at once. If money rates are kept anchored, something else may give.

There is also the point that MLR is anyway out of line with market rates. Treasury bills, on the old formula, would be indicating 12 per cent, while short gilts are discounting a fall to perhaps around 10¼ per cent.

Freemans

Freemans certainly enjoyed last year's consumer boom. Sales rose 20 per cent to £186m, net of VAT, and pre-tax profits were up nearly 30 per cent at £16.7m. Around half the 0 per cent or so volume increase in sales seems to have come through the recruitment of new selling agents — at the end of January Freemans had 475,000 of them.

This year the number of agents should again rise by about 8 per cent and the catalogue has been enlarged. But the retail sales trend is unlikely to be quite so favourable, while the disruption caused by the haulage strike and the bad winter has hit Freemans badly. Competition may be hotting up in the mail-order business, with Grattan's decision to trim prices, and Freemans' gross margins may come under pressure.

Nevertheless, costs appear to be well under control. The wage settlement is out of the way and the company has negotiated a satisfactory contract with the Post Office for its parcel deliveries. The balance sheet remains very strong; last year's expansion was entirely self-financed, and the interest charge fell in 1978-79. This year, pre-tax profits of around £19½m look attainable, which wuold give a full-taxed p/e of 12.3 at 168p. The yield is only 2.3 per cent but Freemans has room to double its dividend comfortably if the statutory restraints are removed.

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